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42 CANNON ST., LONDON, E.C.4

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FEBRUARY 1, 1919

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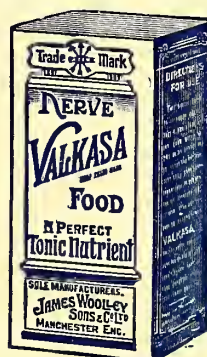
TONIC NERVE FOOD VALKASA

(Registered Trade Mark)

In 2-oz., 3-oz., and 16-oz. Tins.

Revised P.A.T.A. Minimum Retail Prices, 1/9, 5/-, and 9/- each.

JAMES WOOLLEY, SONS & Co., Ltd., MANCHESTER.



THE FOLLOWING

NEW ARRIVALS

SPIKE LAVENDER OIL CEDARWOOD OIL
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ARTIFICIAL SASSAFRAS
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WE CAN OFFER TO ADVANTAGE.

STAFFORD ALLEN & SONS LTD.

Distillers of Essential Oils, Drug and Spice Millers.
Makers of Pharmaceutical Preparations.

**COWPER STREET & FINSBURY,
LONDON, E.C.2.**

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W. J. BUSH & CO. LTD.

Invite inquiries for

"EDIBLE" ACETIC ACID

All Strengths
from 98% downwards.

Prompt Delivery can be made.

Chief Offices
**ASH GROVE, HACKNEY
LONDON, E. 8.**

Telephone Number:
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Telegraphic Address:
"TANGERINE, LONDON"

Sell Your Own ASPIRIN TABLETS.

See the **QUALITY IS RIGHT:**

Our ASPIRIN TABLETS contain the finest B.P. Aspirin. They are compressed under the most modern conditions. They instantly disintegrate upon reaching the stomach.

They advertise themselves!

We supply showcards, display boxes, and the proper material to enable the chemist to give them every prominence in the window or on the counter.

Our numerous clients will understand when we say that to these tablets we apply our famous showcard system.



Bottles of 25—the popular packing,

per **6/-** dozen.

Name and address on 4 dozen lots

Carriage paid on orders for £2.

(In carton and show outers 4d. per dozen extra.)

Fight the manufacturer who endeavours to make Aspirin Tablets a proprietary line.

ARTHUR H. COX & CO. LTD

Manufacturing Chemists



**BRIGHTON
ENGLAND**

Do the "Packs" count?

The first impression on entering a Pharmacy is that of a cubic measurement of Labels, Boxes, Bottles, Containers, Tins, etc.

The standard of a Pharmacy may be largely measured by the *quality* of this first impression.

Even a high-grade product—say, Perfume—would be useless if badly packed. Soaps, and groups of other essential lines, would be likewise.

The packing is an element of attraction. Its true purpose is to present the best product in the best way.

The Pharmacist is the hub of Pharmacy, *but* the Box Maker, Tin Printer, Bottle Maker, Paper Maker, Printer, Copy Writer and Designer co-operate on essentials in the production of *quality* pharmacy goods.

We endeavour to amalgamate their best services on behalf of "Progressive Pharmacy."

SPECIALITIES MUST BE PHARMACY-LIKE

Cartwright's Specialities consist of a group of remedies worded in simple language. They are easily understood, and eagerly purchased by the vast and ever-increasing population of mental and manual workers.

The profit to the Pharmacist averages fully eighty per cent.

Cartwright's Pharmacy Specialities maintain that desirable level of pharmacy so eagerly struggled for through this and earlier generations by honest mind.

Cartwright's quick-selling Pharmacy Specialities are a boon to the short-staffed Pharmacist, who is often too busy in his professional duties to adequately meet the many requirements of the public

May we send you our Price List?

W.B. CARTWRIGHT LTD

Makers of Pharmaceutical Specialities,

RAWDON, NEAR LEEDS.

Bronamalt

An IDEAL TONIC FOOD

A combination of the active principles of Vibrona with a highly concentrated preparation of Malt in place of Wine. The nutritive value of the Malt is greatly enhanced by the addition of the Tonic constituents of Vibrona in such a form as to be capable of assimilation by persons of weak digestion.

BRONAMALT possesses both Tonic and Nutrient properties and thus presents obvious advantages over Malt and Cod Liver Oil.

In cases of impaired nutrition, either in children or adults, BRONAMALT is an invaluable adjunct to the daily dietary.

Minimum Prices:—Retail, 2/6 and 4/6.

Wholesale, less than one dozen, 26/- and 45/-.

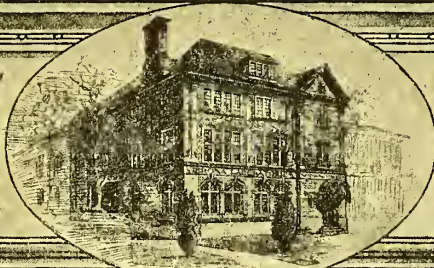
One dozen and upwards, 24/- and 42/- respectively.

HORDEUM
DISTICHON

CINCHONA
SUCCIRUBRA

ALGÆ

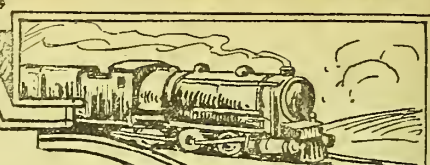
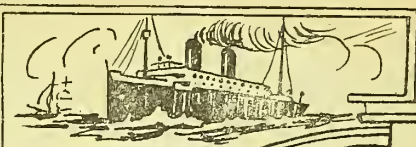
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*R. W. GREEFF & CO. offer at lowest prices
for prompt delivery from London and Liverpool stocks.*

Acetanilid	Lithol (Ichthyol substitute)
Acetyl Salicylic Acid	Methyl Salicylate
Barbitone	Paraldehyde
Bromide of Ammonium	Phenacetin
Bromide of Potassium	Phenazone
Bromide of Sodium	Phenolphthalein
Chloral Hydrate	Potassium Sulpho Guaiacolate
Cocaine	Pyrogalllic Acid
Eucalyptus Oil	Resorcin
Guaiacol Carbonate	Salicylic Acid
Homatropin	Salicylate of Soda
Hydroquinone	Salol
Isarol (best Ichthyol substitute)	Tannin Albuminate
Lecithin	Terpene Hydrate
Lithia Carbonate	Vanillin

*Enquiries solicited for our usual range of
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R. W. Greeff & Co., Inc., 80, Maiden Lane.

The Arabic numerals (1 to 40) in this Index refer to Advertisements in the front of literary pages; the Advertisements following the literary pages are numbered in Roman numerals (i to xlviii).

MANCHESTER.

QUALITY TELLS.

SELL

SACCHARIN TABLETS

Guaranteed by the Maker.
(Average over 7,000 to the pound).

($\frac{1}{2}$ gr. = 330 in 1.)

1 lb. Lots	...	...	65/- per lb.
2 lb. "	...	...	64/- "
5 lb. "	...	...	63/- "
10 lb. "	...	...	62/- "
25 lb. "	...	...	60/- "

10,000 lots at 9/- per thousand.

100,000 lots at 8/9 "

1,000,000 lots at 8/6 "

100's packed in boxes at 12/6 per dozen.

($\frac{1}{3}$ gr. = 330 in 1.)

1 lb. Lots	...	...	45/- per lb.
2 lb. "	...	...	44/- "
5 lb. "	...	...	43/- "
10 lb. "	...	...	42/- "
25 lb. "	...	...	40/- "

10,000 lots at 6/6 per thousand.

100,000 lots at 6/3 "

1,000,000 lots at 6/- per dozen

100's packed in boxes at 8/- per dozen.

($\frac{1}{4}$ gr. = 330 in 1.)

1 lb. Lots	...	...	35/- per lb.
2 lb. "	...	...	34/- "
5 lb. "	...	...	33/- "
10 lb. "	...	...	32/- "
25 lb. "	...	...	30/- "

10,000 lots at 5/- per thousand.

100,000 lots at 4/9 "

1,000,000 lots at 4/6 "

100's packed in boxes at 6/6 per dozen.

Cash with Order. Window Bills Free.
Immediate Delivery.

Transparent Hygienic Teats Free.

During the next week we shall send
6 dozens of Hygienic Teats free to
each customer of £5 value and
upwards.

**WALTON, Chemist,
BATLEY.**

GREAT REDUCTION

Saccharin Tablets

GUARANTEED FULL STRENGTH

$\frac{1}{2}$ grain, 330 in 1.

10,000 at 10/- per 1,000

25,000 at 9/9 " "

50,000 at 9/6 " "

Envelopes containing 100

UNCONTROLLED

SACCHARIN TABLETS

To retail at 1/6; 12/- per doz. for 1 gross lots.

11/6 per doz. for 5 gross lots.

Post free.

**AUSTIN, Wholesale Chemist,
Alum Rock Rd., BIRMINGHAM.**

SACCHARIN TABLETS.

Exceptional Offer.

$\frac{1}{2}$ grain 330.

Cash with Order.

1 lb. (Average over 7,000)	£3 3 0
5 lb. "	£3 2 0
10 lb. "	£3 1 0
20 lb. "	£3 0 0

MARSH, BROOKS & Co., 58 Victoria St., BOLTON.

DAMANCY & CO., HARROW

SACCHARIN (Monsanto) TABLETS

$\frac{1}{2}$ gr. 330 in each tablet ... 5/- per 1000.

$\frac{1}{4}$ gr. " " " " " 7/- " "

$\frac{1}{8}$ gr. " " " " " 10/- " "

Cash with order.

Carriage paid.

MEET COMPETITION!

SACCHARIN TEA SWEETENERS.

(UNCONTROLLED)

In Envelopes of 100, Retail ... 1/7½

Wholesale, 19/6 per doz., less 2½ %.

Carriage paid. Cash with order.

A. & PRICE & CO. Ltd., Blackheath, BIRMINGHAM

HOLMIER SACCHARIN TABLETS.

REDUCTION IN PRICE. All approx. 8,000 to 10 lb. American Saccharin.

5,000 lots ... $\frac{1}{2}$ -gr. 11/6 1-gr. 15/6 1-gr. 17/6 per 1000

10,000 " ... " 11/3 " 15/3 " 17/- "

20,000 " ... " 11/- " 15/3 " 16/6 "

50,000 " ... " 10/9 " 16/- " 16/6 "

100,000 " ... " 10/6 " 15/9 " 16/3 "

Cash with Order. Red Post Paid. Immediate Delivery.

Orders less than 5,000 will be 6d. per 1,000 extra.

MEYER, Manufacturing Chemists, 98 COLONS ROW, BIRMINGHAM

A still further GREAT REDUCTION in the price of

SACCHARIN TABLETS

Uncontrolled now MUCH LOWER than Controlled.

		Full Strength. ½-gr., 330 in 1.	Special Strength. ½-gr., 330 in 1.	Half Strength. ½-gr., 330 in 1.
1 lb., approx.	7,000 tablets	65/-	45/-	35/- per lb.
2 lb. "	14,000 "	64/-	44/-	34/- "
5 lb. "	35,000 "	63/-	43/-	33/- "
10 lb. "	70,000 "	62/-	42/-	32/- "
25 lb. "	175,000 "	60/-	40/-	30/- "
Less than 1-lb. lots	...	9/6	6/9	5/3 per 1000.
Packed in boxes of 500	...	59/-	43/-	34/- per dozen boxes.
" "	200	24/-	18/-	14/- "
" "	100	12/6	9/6	7/6 "
" "	50	6/9	5/3	4/3 "
" envelopes	25	3/9	3/-	2/8 " envelopes.

NOTE.—You can retail these at whatever price you desire.

As we buy the Saccharin direct from the Makers, and make and pack the Tablets on the premises, we can guarantee both the quality and the strength.

TERMS: Net Cash with Order. Post paid on £1 value upwards.

SACCHARIN POWDER. "Monsanto 550."

1 lb. 180/- ... 10 lb. 176/- ... 25 lb. 174/- ... 50 lb. 172/- per lb.
Duty paid. Net Cash with Order. Delivered Free.

BROOK, PARKER & CO., Ltd., Manufacturing Chemists, **Ashfield, Horton Road, BRADFORD.**

Contractors to H.M. and the U.S.A. Governments.

SACCHARINE

INSOLUBLE - GUARANTEED U. S. P. 550.

Spot and Forward Deliveries

Also METHYL SALICYLATE.

WRITE

GASTON, WILLIAMS & WIGMORE, Ltd.

20 BISHOPSGATE, E.C. 2.

TELEPHONE: London Wall 8040.

T. A.: "Gastonorge, London." (1)

SACCHARIN U.S.P.

Soluble 500 and Insoluble 550.
AVAILABLE FROM OUR STOCK.

Write or wire us for C.I.F. Quotations.

BENZOIC ACID, U.S.P.
BENZOATE of SODA, U.S.P.
Certified FOOD COLOURS
FLAVOURING EXTRACTS

IMEX CORPORATION,
25 Beaver St., New York City, N.Y., U.S.A.
Cable: "Imex Corporation, Twen'y-five Beaver, New York."

Reference:—EMPIRE TRUST COMPANY,
41 Threadneedle St., London, E.C., England.

SACCHARIN TABLETS

Made from Monsanto Saccharin, each guaranteed to contain
 $\frac{1}{2}$ -gr. 330 in 1, 7,000 to the lb.

1 lb., 65/- 7 lb. @ 64/- 14 lb. @ 63/-

In envelopes each containing 100 @ 1/2- per doz.

$\frac{1}{2}$ -gr. 330 in 1.

10,000 @ 4/9, 50,000 @ 4/6 per 1,000.

Cash with Order. Carriage Paid.

R. GIBBINS & CO. Tablet
Manufacturers.
1 Birkbeck Road, Kingsland, London, E. 8.

Saccharin Tablets.

$\frac{1}{2}$ gr., 330 in 1. Guaranteed the Genuine Article.

£3 10 per lb. Cash with Order.

Delivery per return. Reg. post paid. Special quotations for
large quantities.

**HENRY BOWN, Chemist, 154 Cemetery Road,
SHEFFIELD.**

Telegrams: 2742 Sheffield

SACCHARINE 550 "Monsanto" Brand

200 lb. on spot. Offer wanted, whole or part.

SACCHARINE TABLETS

$\frac{1}{2}$ grain, 330 strength, "Monsanto."

4/10 per thousand for quantities.

Address - - Box 21/19, Office of this Paper.

SACCHARIN TABLETS

FROM BRITISH-MADE
SACCHARIN

**NOW CHEAPER
THAN SUGAR**

All strengths supplied in Bulk or
S.-C. Bottles.

Customers' own labels if required.

Prices on application.

The Cooper Laboratory
WATFORD

Aspirin Tablets

in Bulk.

5 grs. 13/- per 1000.

In bottles of 25, 6/-, of 50, 10/-, of 100, 19/- per doz.

Saccharin Tablets $\frac{1}{2}$ grain 6/- per 1000.

" " $\frac{1}{2}$ " 8/- " 1000.

" " $\frac{1}{2}$ " 11/- " 1000.

Cash with order. Postage free.

Special prices for larger orders.

THE B. & A. TRADING CO.

Alkima Works, 65 Regent's Park, Road, LONDON, N.W. 2.

DAMANCY & CO., HARROW.

SACCHARIN (MONSANTO) TABLETS

$\frac{1}{2}$ gr. 330 in each tablet ... 5/- per 1000.

$\frac{1}{2}$ gr. " " " " ... 7/- " "

$\frac{1}{2}$ gr. " " " " ... 10/- " "

ASPIRIN TABLETS, B.P. gr. 5, 12/- per 1000.

Cash with order.

Carriage paid.

SACCHARIN TABLETS

FINAL CLEARANCE.

Guaranteed made from Monsanto Saccharin, and to contain $\frac{1}{4}$ grain 330 in 1. Packed in lever-lid tins containing 12,500 (or in bulk).

PRICES	I tin	£2 10 0	....	12,500 Tablets
	10 tins	£22 10 0	....	125,000 ,,
	20 tins	£42 10 0	....	250,000 ,,

FREE DELIVERY.
SENT BY RETURN.

FREE PACKAGES.
CASH WITH ORDER.

The GENERAL PRODUCTS COMPANY

39 GREAT TOWER STREET, E.C. 3.

Telephone: AVENUE 741.

Telegrams: "THEGENPRO BILGATE."

**Cheaper
than
Print**

For form letters, circulars,
price lists, quotations, and
other notes, company cards, etc.,
"Lithotype Fac-sim Letters"
are far cheaper than print and
better than duplicating.

All standard typewriters matched
in quantities of 25 to 1,000,000 or
even more. Write for specimens.

LEIGHTON & LONSDALES, Ltd.,
44, Gray's Inn Road, Bathurst, W.C.1.
Telephone: Holborn 528.

**LEIGHTON
(FAC-SIM)
LETTERS**

Thro' a Ribbon
as supplied to the Government

SACCHARINE

3x25-lb. tins Monsanto.
Guaranteed 550.

What Offers?

A. BELLAMY & CO., Ltd., Womanby St., CARDIFF

SACCHARINE

50/- per lb.

(in bond) 50-lb. cases only.

(Monsanto 50)

180/- per lb. From Stock—any quantity.
Special quotations for large parcels.

VICTOR E. HANNA, M.P.S.I.,

70 Lower Mount Street, Merrion Square, DUBLIN.

YOUR PRINTER CAN STILL
SUPPLY

Non-Curling Pure Gummed Papers

for your Labels.

IT IS WORTH WHILE HAVING THE BEST.



Manufacturers:

SAMUEL JONES & CO.

7 Bridewell Place, London, E.C. 4.

Works:
Camberwell, S.E.

Telephone: City 6457.
Telegrams: "Noncurling,
Fleet, London."

DOLS' MINT MILKS

A charming sweet Milk Tablet—heavily flavoured with Peppermint—extraordinary demand—in pretty tins and handsome counter outers—8/6 dozen tins—carriage paid half-gross lots—sample dozen 9/- carriage paid, cash with order—new customers cash with order.

DOLS' ORIGINAL SWEETENED MILK POWDER IN TINS.

9/- dozen tins—sell at 1/- per tin—half-gross lots carriage paid—sample dozen, carriage paid for cash 9/6—new customers cash with order.

The two best Selling Lines we have to-day.

**DOLS & CO., Ltd., - LOCKWOOD'S YARD FACTORY
HUDDERSFIELD, ENGLAND.**

We offer

WAXES

PETRO. JELLY

LIQUID PARAFFIN

B.P.

WHITE OILS

Send us your inquiries.

**J. J. FRANSES & SONS,
LIMITED,**

80a Southwark St., LONDON, S.E. 1.

MAY WE
QUOTE YOU

FOR

Containers

(with Lever or
Slip-on Lids)

For PACKING

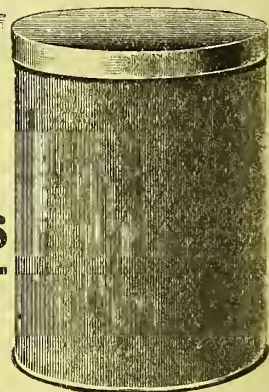
**Coffee, Cocoa, Salt, Custard &
Baking Powders, Foods, &c.?**

CHEAPER AND MORE EFFICIENT
THAN ALL TIN.

Prompt Delivery in Large Quantities.

**Paper Tube & Box Co., Ltd.
83 SOUTHWARK STREET, LONDON, S.E.**

PHONE—HOP 3966.



TELEPHONE:
CITY 7
PRIVATE
BRANCH
EXCHANGE

TELEGRAMS:
ELEVEN
CENT
LONDON



S. MAW · SON & SONS LTD.
7/12 ALDERSGATE STREET
LONDON
ENGLAND



CABLES:
ELEVEN
LONDON

CODE:
A : B : C
4TH & 5TH
EDITION

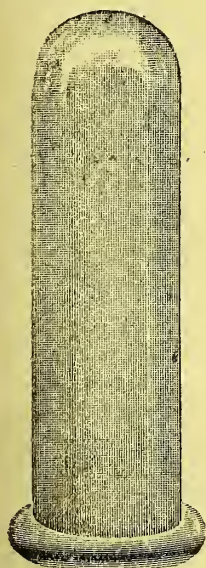
Maw's

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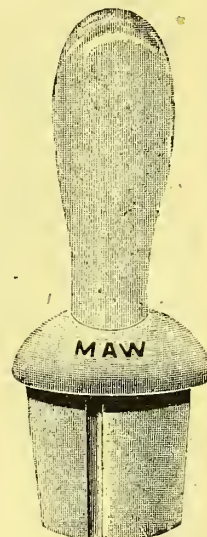
NUMBER 381.

FEB. 1, 1919.

LAMBING SEASON 1919



2049/F—For Calves



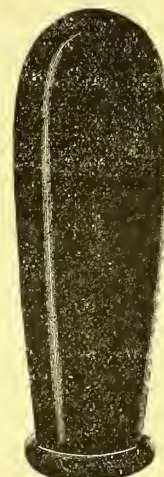
2050/F—For Lambs



Fig. 242



2051/F—For Lambs



2052/F—For Lambs

MAW'S TEATS

We have a large and
varied stock in anticipation
of the Season's demands.

Particulars and Prices on Application.

HOURS OF BUSINESS: 8.30 a.m.—5.30 p.m.

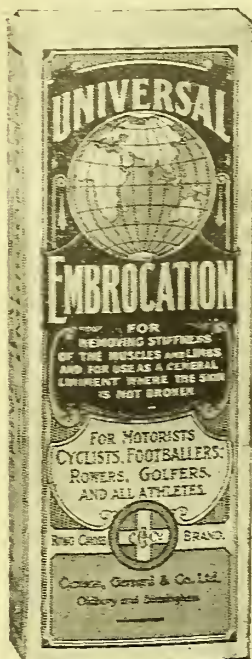
CLOSE AT 1 p.m. SATURDAYS.

INCREASE YOUR PROFITS

BY SELLING

UNIVERSAL EMBROCATION

A permanent egg emulsion of
Turpentine, Acetic Acid, and
Methyl Salicylate.



No. 673. 4-oz. bottles 8/6 per doz.

No. 673A. 4-oz. bottles, in cartons, as illustrated,
10/- per doz.

In bulk 12/- per gallon.

Gross lots printed with customer's name.

CUXSON, GERRARD & CO., LTD.,

Manufacturing Chemists, OLDBURY.

D.D.D. Prescription

NOTICE TO THE TRADE.

At the request of a large number of our customers throughout the country, we have, from Jan. 1, 1919, fixed the retail price of D.D.D. Prescription at Face Value, viz :

2/9 5/- 12/-

We doubled our advertising appropriation in 1918 with more than double turnover. In 1919 we will double our 1918 advertising.

There is no risk in stocking D.D.D. Prescription. We will take back *all* our goods, at any time, at full invoice price, and will pay carriage back.

In every way, ours is a clean profit-making proposition to the Retail Chemist.

D.D.D. Co., Ltd.

3, 5, 7 Fleet Lane, London, E.C. 4.

Free to Chemists

WITH every cash order for one gross of VIOLIV ICE (36/- per gross—retail 4½d.) we will add **THREE DOZEN** free of all charge.

The rapid popularity of this splendid remedy for Chapped Hands, Frostbite, etc., and the repeat orders we are **daily receiving from Chemists in all parts of the Country**, prove it to be one of the best and quickest selling lines on the market.

Attractively packed in coloured cartons, display showcards, etc., there is profit for you and satisfaction for your customers.

PRICE PER GROSS, 36/- Carriage Paid.

Send for a gross right away, enclose your cheque, and we will dispatch at once, adding to your orders the 3 dozen complimentary packets.

THE VIOLIV MANUFACTURING CO.
26 Haymarket Terrace : EDINBURGH

EGG PRESERVING— BEST WATER GLASS.

We are the largest packers, and only use best quality Water Glass, 140 T.W., and thoroughly sound containers, sent in strong *screw* cases, carriage paid. If you have not received our price list, please write. We can give definite delivery, a satisfactory article, and attractive advertising matter. Your own name and title on labels.

A PROFITABLE LINE,
and, please note, carriage paid, which is a consideration on this heavy article. We pack a good POULTRY SPICE.

TOMLINSON & HAYWARD, LTD.
LINCOLN.

NOTICE

THE THERMOGENE COMPANY desire to inform their friends that the unprecedented demand for Thermogene lately experienced has taxed the capacity of the Works to the utmost. Some delay in delivery has taken place. It is confidently hoped, however, that the trouble will soon be overcome. In the meantime buyers are informed that no advantage can be gained by diverting their orders to the Thermogene Company, as these will be returned with a request to apply to usual wholesaler.

THE DIGESTIVE FERMENTS Co.

DETROIT, U.S.A.

BACTOPEPTONE

Acknowledged to be the best and most reliable Peptone for Bacteriological use.

DIASTASE	HÆMOGLOBIN
PANCREATIN	OX GALL
PEPSIN	SODIUM CHOLATE
TRYPSIN	„ GLYCOCHOLATE

ORGANO-THERAPEUTIC PRODUCTS
OVARIAN, THYMUS & THYROID SUBSTANCES, &c.

Address inquiries, orders, &c., to

MAY & BAKER, LTD., BATTERSEA, LONDON, S.W.

BISHOP'S PIPERAZINE CITRATE

A REMEDY OF ESTABLISHED AND DEFINITE VALUE

**IN GOUT, LUMBAGO, SCIATICA, NEURITIS, GRAVEL, STONE,
AND ALL MANIFESTATIONS OF THE URIC ACID DIATHESIS.**

Prescribed by the British Medical Profession for 20 years.

The undoubted superiority of Bishop's Piperazine Citrate, and preparations containing it, is due to the stability of the salt, Piperazine Citrate, which, being non-volatile and non-hygroscopic, undergoes no change upon exposure to heat or moisture, and thus lends itself to all manufacturing and dispensing processes.

Piperazine base, on the contrary, is so volatile and hygroscopic that it cannot be manufactured or dispensed with any degree of accuracy. Hence the unreliability of all Piperazine preparations that are not made with Bishop's Piperazine Citrate.

**PIPERAZINE CITRATE
IS MADE ONLY BY
ALFRED BISHOP, LTD.**

Bishop's Piperazine Citrate is the most powerful uric acid solvent known. It neutralises twelve times as much uric acid as any other alkaline solvent, and the resulting Piperazine urate is eight times as soluble as any other urate.

Bishop's Piperazine Citrate is non-irritant and non-toxic. It does not derange the digestive functions and is easily borne by even sensitive stomachs.

Bishop's Piperazine Citrate is supplied in crystalline powder for dispensing, and also in the

Granular Effervescent form and Varelettes. The value and reliability of these preparations have been established by abundant clinical experience.

**WE CAN, HOWEVER, SUPPLY PIPERAZINE BASE IN LARGE OR SMALL
QUANTITIES, FOR MANUFACTURERS WHOSE PROCESSES CALL FOR IT.**

Prices and Particulars on application to—

ALFRED BISHOP, LTD. MANUFACTURING CHEMISTS,
48 SPELMAN STREET, LONDON, E.1.

The Success of Ayrton's Scotch Heather

PAGE 15
AYRTON'S

is easy to understand. It is, in the first place, an exquisite Perfume.

In the second place, it has a distinctive pack which pleases every eye.

Thirdly, it offers the biggest value in proprietary Perfumes—a one-ounce bottle for 2/6.

Finally, it gives the Pharmacist a margin of profit in keeping with current conditions.

Ayrton's Royal Orchid
is now offered in the same style, but the colour scheme of the carton is the delightful combination of purple and gold.

PRICES ARE—

	RETAIL	WHOLESALE
Ayrton's Royal Orchid	} 2/6	18/6
Ayrton's Scotch Heather		
	PER BOTTLE	PER DOZEN

SPECIAL QUOTATION FOR QUANTITIES.

**Ayrton's
Aspirin
Tablets**
are White, and
without odour.

AYRTON, SAUNDERS & Co. Ltd.
LIVERPOOL

USE COLLOIDAL DRUGS

CROOKES'

*All clinical reports confirm
the superiority of Colloidal
over molecular solutions.*



*are Colloidal Drugs, adopted
by the medical profession
and hospitals.*

SPECIAL COLLOIDS.

COLLOSOL ARGENTUM.

A non-toxic antiseptic, for all purposes, by topical application: Indicated in affections of the Throat, Ear, Nose and Eye—especially in Influenza. Also by internal administration, in diarrhoea and intestinal disorders.

COLLOSOL SULPHUR BATHS.

Indicated in Rheumatism and skin affections. (See "British Medical Journal," 12th May, 1917.) These baths are more potent than any natural sulphur waters, contain no impurities, no free sulphuretted hydrogen, and do not injure the home bath.

COLLOSOL IODINE.

(1) Aqueous. (2) Pasta. (3) Oil. (4) Ointment.

Stainless and Non-irritant. Never causes iodism. Specially recommended by the Medical Profession, avoiding the disadvantages of Tincture of Iodine, and of Potassium Iodide.

COLLOSOL FERROMALT.

An ideal food-tonic, containing the best principles of meat and malt, in combination with colloidal iron, in which form alone iron is perfectly assimilable and avoids constipation and digestive troubles.

COLLOSOL SULPHUR OIL.

Specially prescribed for disorders of the scalp and loss of hair.

DOUSHOL.

An entirely non-toxic and non-corrosive colloidal douche, which, unlike the powerful intra-uterine douches, increases epithelial activity. Antiseptic, pleasant in odour, and may be used *ad libitum*.

COLLOSOL SUPPOSITORIES and PESSARIES.

Specially indicated in piles and leucorrhœa.

Also Suppositories and Pessaries of Cocaine and Quinine for special purposes.

PRICES FULLY PROTECTED.

Profit to Chemists 33½% on outlay, or 25% on returns.

SEND FOR PARTICULARS AND LITERATURE.

COLLOSOLS are prepared for the Proprietors, Crookes' Collosols Ltd., at

THE CROOKES' LABORATORIES,
50 Elgin Crescent, LONDON, W. 11.

EMPLOY THE MAN WHO FOUGHT FOR YOU

GO to the nearest Employment Exchange and get a man who did the Big Job for you. He is waiting to do your Peace Job, no less thoroughly.

The Ministry of Labour is determined to make the Employment Exchanges (one is in every district) the means of bringing both master and man together to the complete satisfaction of each.

The Employment Exchanges have an efficient businesslike organisation that in the quickest possible time will introduce the right man to the right job.

If you want a good Man—if you want a good Job—go to your nearest Employment Exchange and get one.

W. DAVIS

100 WOOD ST., E.C.

'Phone: CITY 8220

**For OPEN
WINDOW
DISPLAYS.**

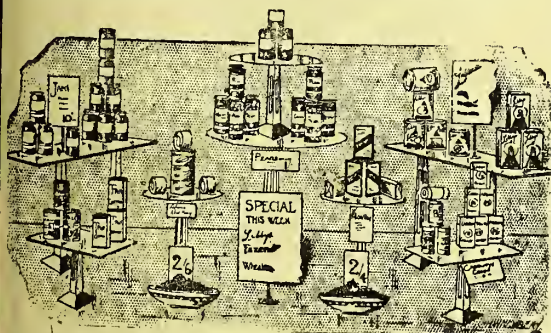
W. DAVIS

100 WOOD ST., E.C. 2

'Phone: CITY 8220.

**For OPEN
WINDOW
DISPLAYS.**

WRITE FOR OUR LIST SHOWING MANY
NEW DESIGNS FOR OPEN WINDOW DISPLAYS



Set No. 142.—Suitable for a window 8 ft. or 9 ft. long. Consisting of 4 24", 1 27", 2 15" and 3 12" OAK PEDESTALS 1 24" x 18", 2 18" x 12", 1 16" x 10" OVAL, and 2 30" x 12", 2 18" x 12" (BLOND PLATE-GLASS SHELVES, and 2 WILLOW BOWLS.

Price **126/-** complete.

Our **WINDOW PAPERS** are **4/3** per roll of 12 yards.
21 in. wide—WRITE FOR SAMPLES.

ZENOBI LTD.

have pleasure in announcing that their

NEW PRICE LIST

is now ready, and, together with a copy of their General Catalogue, will be forwarded post free on application.

ZENOBI CONDENSED PERFUMES

The new and greatly improved series of condensed perfumes is being very extensively advertised and retailed at

3/-, 6/- and 12/6 per bottle.

Trade prices:

27/-, 54/- and 108/- per dozen
less usual discount.

ZENOBI LTD.

Loughborough, Leicestershire

CROSFIELDS' CHEMICALLY PURE GLYCERINE. PYRAMID BRAND.



The finest Glycerine obtainable for medicinal purposes. Absolutely pure. Guaranteed to stand all the tests of the British Pharmacopœia.

IN 14 $\frac{1}{2}$ 28 $\frac{1}{2}$ & 56 $\frac{1}{2}$ TINS. (WOODEN CASES.)
1, 2 $\frac{1}{2}$, 5 & 10 CWT. DRUMS. (RETURNABLE)

JOSEPH CROSFIELD & SONS LTD Chemical Manufrs. WARRINGTON.

BRITISH ODOL



Send for Price
List and Trading
Terms.

*Revised
Retail Prices.*

Grand Double
Flask

5/3

Full-size Bottle

3/-

Half-size Bottle

1/9

ODOL

Chemical Works,
BERKHAMSTED.

C.V. & S. 12.



FOR

Powder Puffs

OF EVERY KIND.

**SOLPORT BROTHERS
LIMITED,**

Wholesale and Export Manufacturers of
Druggists' Sundries and Toilet Accessories,

184 to 190 GOSWELL ROAD
LONDON, E.C.1.

TERPENELESS OILS

BRITISH MADE.

We manufacture exclusively ourselves all kinds of Terpeneless Oils, and invite inquiries from users throughout the World.

WE SPECIALISE IN TERPENELESS:

Anise (Anethol)

Bay

Bergamot

Caraway

Cassia

Cinnamon

Clove

Dill



Geranium

Ginger

Juniper Berry

Lavender

Lemon

Limes

CITRAL

EUCALYPTOL

Mandarin

Nutmeg

Orange

Peppermint

Petitgrain

Rosemary



CINNAMIC

ALDEHYDE

GERANIOL



HOLLANDS DISTILLERY, Ltd.

Lavington Street, Southwark, London, S.E. 1.

A B C Code (5th Edition),
Western Union.

Telegrams : "LANDSLOH LONDON,"
Telephone : HOP 898.

AMERICAN AGENTS—O. A. BROWN CO. INC., 99-101 Beekman St., New York.
CANADIAN AGENTS—F. S. JARVIS & CO., 18 Toronto Street, Toronto.



LOVELY EYELASHES

(A BRITISH SCIENTIFIC TRIUMPH)

Colourless, harmless eyelash food. Beneficial to the eyes.

25 % on small orders, 33½ % on Gross Lots.

CURLASH CREAM

For a small show in your window:

OUR WINDOW-SHOW OFFER

3 Doz. @ 1/-	...	...	£1 16 0
9 Free ...	...	...	9 0
Returns ...	...	...	£2 5 0
Outlay ...	...	...	£1 7 0

With Dummies and Show-cards. Carriage paid.

NET PROFIT 66¾% 18 0

THE BALDWIN MFG. CO., Ltd., 95 Wigmore St., London, W. 1.

P.A.T.A.

M.R. Prices.

1/1, 1/9 & 3/6

EXTENSIVELY ADVERTISED

"Strodonia" VANISHING CREAM

For displaying a small showcard, we make the following offer on INITIAL DIRECT ORDERS (One parcel only):—

1½ dozen 7½d. selling for 11 3
¾ " 1/- " " 9 0

For 10/- cash with order, carriage paid. 20 3

7½d. and 1/- - - - 5/6 and 9/- per dozen.

From London Wholesalers.

Direct Orders value £5 subject to 10% discount and 1 doz. 1/- size bonus for window display, showing 38% on Turnover.

STRODE COSH & PENFOLD, Manufacturing Chemists, LOWER UNION ST., BRISTOL.

LONABARC TRADING COMPANY LIMITED

PURE SPANISH ESSENTIAL OILS

ROSEMARY SPIKE LAVENDER GERANIUM

PENNYROYAL THYME (Red & White) SAGE

SWEET & BITTER FENNEL ORANGE & LEMON

ACONITE ROOT THYMOL LAVENDER FLOWERS
GENTIAN ROOT QUINCE SEEDS

60 FORE STREET, LONDON, E.C. 2.

WE ADVISE YOU TO STOCK OUR "MOOVIT" CORN PENCILS

which are being extensively advertised. This continual advertising, proven merit, and satisfied customers, have created a steady demand. We furnish attractive showcard and window bills. Why not keep a supply and profit by the easy sales created?

Try a sample dozen 10/-; sells at 15/-

which gives you a very handsome profit, and is on the P.A.T.A.

Cash with Order. All goods are carriage paid. The time to order is now, while you have the matter before you.

TALBOT WILSON,
20 HIGHGATE ROAD, LONDON, N.W. 5

"Newbery's"

FRANCIS NEWBERRY & SONS LTD.

Cream Embrocation

GOOD REPEATER

Giving clear profit of 33½ per cent. on Protected Retail Prices.

QUALITY - RIGHT
PRICE - RIGHT
PROFIT - RIGHT

PRICES (P.A.T.A.):

1/3 Retail 10/- per dozen.
2/3 " 18/- "

CHARTERHOUSE SQUARE,
LONDON, E.C.1.

**LABORATORY
OF GENERAL PHARMACOLOGY,
8, Rue Vivienne, Paris.**

LONDON AGENTS:

ALCOX, JOZEAU & Co., 49, Haymarket, S. W.



**CHAPOTEAUT'S
CAPSULES of
PHOSPHOGLYCERATE
of LIME.**

**THE BEST TONIC FOR
FORTIFYING AND BUILDING UP
THE NERVOUS SYSTEM.**

*Sold by all Chemists.
Wholesale: 8, Rue Vivienne.
PARIS.*

MORRHUOL CHAPOTEAUT



CAPSULES

MORRHUOL DE CHAPOTEAUT
is extracted from cod-liver oil, and
contains all its efficacious prop-
erties without the disagreeable taste.

*It cures Coughs, Bronchitis and Catarrh,
restores the appetite, and gives force to
feeble persons.*

SOLD BY ALL DRUGGISTS.

**CHANDRON'S
DROPS**

(Gouttes des Colonies)

**A harmless antiseptic
preventative against CHOLERA-
FERMENTATION-INDIGESTION
and other intestinal disturbances.**

SOLD BY ALL CHEMISTS

*I find the color exquisite and
not the character to have called
by the name. Very sincerely,
Mary Garden*

**PARFUM
MARY
GARDEN**

RIGAUD
PARFUMEUR
16, RUE DE LA PAIX
PARIS.

LONDON AGENTS

HEPPELL & CO., 164, Piccadilly, W.

Ingram's MILKWEED CREAM

Has been CONSISTENTLY ADVERTISED in the best AMERICAN and CANADIAN PERIODICALS for twenty-five years.

A Medicinal Toilet Cream with a world-wide demand that is rapidly increasing. Two sizes: 2/-, per dozen 16/-; 4/-, per dozen 32/-

Prepaid Parcel Post to Great Britain and her Asiatic and African Colonies. Samples and store displays free with every order.

Introductory Offer. Cost £2; Retails 60/-—Profit 20/-.

$\frac{1}{2}$ Doz.	Ingram's Milkweed Cream	...	...	Retails 2/-	Price 8/-
$\frac{1}{2}$ Doz.	" Velveola Souveraine (Face Powder)	"	"	2/-	" 8/-
$\frac{1}{2}$ Doz.	" Zodenta Paste for the Teeth	"	"	1/-	" 4/-
$\frac{1}{2}$ Doz.	" Rouge, Light, Medium, Dark	"	"	2/-	" 4/-
$\frac{1}{2}$ Doz.	" Perfume, 1 oz. assorted in fancy packages	...	...	4/-	" 16/-
100 Guest Room Packages free.					£2

Shipped via Parcel Post Prepaid.

Send us with your order the names of 100 of your lady customers, and we will mail each of them a handsome folder, inviting them to call at your store and get our Guest Room Package free, containing one each of the above in sample sizes, including Perfume.

If more convenient to you, specify shipments from our Canadian Plant.

FREDERICK F. INGRAM COMPANY (Established 1885).

411 Lafayette Boulevard, Detroit, U.S.A. Canadian Plant: Windsor, Ont.



Twenty-five years' continuous advertising has made this trade mark known wherever American and Canadian publications are read.

BE SURE AND ADD

La-Rola Rose Bloom

TO YOUR STOCK AT ONCE,

as it is being largely advertised in the "Daily Mail," "Mirror," "Sketch," etc.

**Do not lose the business
through being out of stock.**

It is the most natural tint on the market, and is selling well wherever introduced.

Lait La-Rola & Glycerine & Cucumber
supplied as usual.

All these articles are protected at FACE VALUE.
Write for Display Terms and save 10%.

M. BEETHAM & SON, Cheltenham.



Regina" always profitable

PRICE'S REGINA SHAVING STICK



is finding an ever-growing public, because of its intrinsic excellence, its fine lathering qualities, and its first-rate value for money.

From your point of view, the *handsome profit* on "Regina" makes "Regina" worth while.

A postcard will bring you full details.

Attractive Showcard
Arresting Publicity
Immediate Sales



PRICE'S

BATTERSEA LONDON S.W. II

ELEY BROTHERS, LIMITED

specialise in the manufacture of the following articles at the lowest prices :

Shaving Stick Cases

Oval and Round Tops

for Powder Tins, Cruets, Dredgers, etc.

Metal Boxes

for Dentifrices, Soap Tablets, etc.

Ferrules

for Walking Sticks, Whips, Bamboo Fittings, etc.

Pencil Fittings

in any of the following metals : Brass, Copper or White metal (nickel or silver plated) Aluminium and Jewellers' Metal (Tombac).

During the continuance of the War we cannot undertake orders to make any of the above goods requiring one or more of the metals for their manufacture of which the use for commercial purposes has been prohibited by H.M. Government ; but we invite inquiries, as we still have some articles in stock which were made before the prohibition was issued.

ELEY BROTHERS, Ltd.

(Dept. 21), Edmonton, London, N.

OVER 100 % PROFIT
ENSURED & PROTECTED (P.A.T.A.)
for sellers of

Laurence's Hair Dyes

One solution, nine shades.

A first-class article with an enormous demand, created entirely on its own merits, and carrying a first-class profit.

Size.	Minimum retail.	Minimum wholesale.	
1/-	1/-	7/6	} per doz, less 5 % discount
1/6	1/6	9/-	
2/6	2/3	15/-	
3/6	3/3	21/-	

SPECIAL BONUS.

Buyers of 3 doz. bottles receive 3 bottles gratis (may be assorted and any size).

Do. 6 doz. do. 8 bottles gratis.

Do. 12 doz. do. 18 bottles gratis.

Equivalent in the case of the size in most general demand, viz. 1/6 size to 4/6, 12/- and 27/- respectively.

SOLE PROPRIETORS—

C. R. HARKER, STAGG & MORGAN,
LTD.

DEVON WHARF,

Emmott Street, Mile End, London, E.1.

'KO-TAL-KO'

CERTAIN IN RESULTS
and
CERTAIN IN SALES

THE PUBLIC WANT IT

For strong advertising has taught them its merits, and practical experience has proven its claims. "KO-TAL-KO" is the strongest recommended hair preparation on the market, and this, in conjunction with my widespread publicity, is the best of all reasons why

YOU SHOULD STOCK IT.

Apart from quick and ready sales my trade prices allow of a fair profit to you. "KO-TAL-KO" is always on the move, never cumbers the shelves long, and is a business asset of the highest value for your repeat orders are always warranted.

IT PROFITS EVERYONE.

"KO-TAL-KO" does justice to me, to you and to the public, and every Chemist and Druggist should order a supply.

ORDERS AND DETAILS
FROM

J. Hart Brittain

(Dept. C.D. 2), Ltd.

2 PERCY ST., LONDON, W.1.

RETAIL
PRICE
P.A.T.A.

5/- Size
12/6 ..

TRADE
PRICE

48/- per
doz
112/6 ..

WHOLESALE :**10/-****Per
Dozen Bottles.**

No. 896.

RETAIL :**1/3****Per Bottle.**

“KLONDOL”

is an improved Cleansing Antiseptic of the Lysol Class, and is a really good, powerful, clean working and safe Disinfectant. It is being used in many of the principal Hospitals and Institutions. “Klondol” forms a transparent solution with water, and is of maximum bactericidal potency.

*INCLUDE “KLONDOL”
ON YOUR NEXT ORDER.*

Write for full particulars to

EDWARD COOK & CO., LTD.,
BOW, LONDON, E. 3.

P.A.T.A. NOTICE.

113 Temple Chambers, E.C. 4.

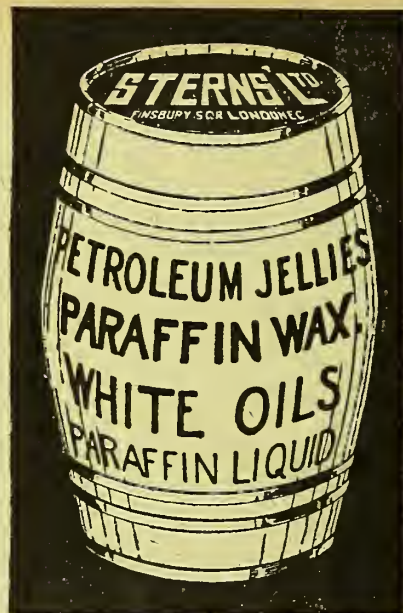
The following prices will come in force as from the date of this issue:—

BUFFHAM'S GOODS.

Advert. Price.		Minimum Retail Price.	Minimum Wholesale Price.
2/-	Rezzmali Poudre	2/-	18/-
1/6	" Toilet Powder	1/6	14/-
1/3	" Cream	1/3	11/-
3/6	" Irish Prices. (Resinol Ointment only)	3/6	33/-
2/6	Resinol Ointment	2/6	21/6
4 6	" " " " " " " " " " " "	4/6	43/-

Retail Subscriptions.

AN appeal has recently been posted to non-members urging them to join early in 1919, and stating reasons. A fair number have responded but a very much larger increase is required, and we invite those who have not remitted to forward their seven-and-sixpence (7/6) without delay. Address the Secretary, P.A.T.A., 113 Temple Chambers, E.C. 4.



STERN'S LIMITED

A.D.5., Royal London House, Finsbury Sq., E.C. 2.

Telephone:
3797 LONDON WALL
(Four Lines.)

Telegrams:
"CENTUMVIR. PHONE, LONDON."
(Two Words only.)

LOFTHOUSE & SALTMER, Ltd.

Wholesale & Export Drug Merchants,
— Manufacturing Chemists —

HULL.

INVITE the Trade to take up the following valuable P.A.T.A. Protected Lines, bearing a very large Protected Retail Profit, which sell freely and are well known and valued by the Public in many parts of the country.

	P.A.T.A. Protected Retail Price.	Dozen Net.
*LOSALL'S SALT (well advertised), tins	9d.	6/6
" " " " " " " " " " " "	bottles in } 2/-	16/-
" " " " " " " " " " " "	cartons }	

*Losall's Salt sells so well, surely it must pay Pharmacists to stock such a big profit-bearing protected line.

LOSALL'S COMPOUND SULPHUR SOAP.

	Box.	Doz.
A valuable emollient medicated skin soap, especially suitable for use in Eczema.	2/-	18/-
3 Tablets in a box 8d.		

Veldt Cream

LABEL-TITLE. COPYRIGHT

The Inseparable, just Pourable Vanishing SKIN FOOD

of Stearine base, combined with rare ingredients, imparting the natural whiteness and waxy softness of the water lily to

HANDS AND ARMS.

Does not interfere with the sale of Face Creams, as it is something quite apart.

Pays 45% on Monthly Bonus Terms.

Retail	Size	Price	Free Bonus on quantities named, or pro rata
5d.	1-oz. bottles	48/- gross	2 doz. 1/- with ea. gr.
1/-	3-oz. "	9/6 doz.	2 " 1/- " 6d
1/9	6-oz. "	16/- "	2 " 1/- " 4
2/9	12-oz. bath size bts.	27/- "	2 " 1/- " 2

A vigorous Advertising Campaign in preparation

A set of five sale-compelling Showcards (including two reproductions from water-colours) and a 3/6 (retail) monster Showbottle FREE with each carriage-paid order to the value of £3.

Obtainable on bonus terms only from—

THE VELD T LABORATORY, Louth, England
or through our Special Agents,
AYRTON, SAUNDERS & CO., Ltd., LIVERPOOL.

SAVE 3/- PER GALLON BY BUYING GUARANTEED GENUINE NEWFOUNDLAND NON-FREEZING MEDICINAL COD LIVER OIL OF NEW SEASON'S MAKE.

Highest possible quality in smell, taste and colour, comparing most favourably with the finest Norwegian. Manufactured from the finest fresh Cod Liver on same day as fish caught.

WHOLESALE ONLY.

Kindly write for sample to

JOB BROS., Manufacturers, Tower Building, LIVERPOOL.

Telegraphic Address: "JOB LIVERPOOL."

Tel. 1039 CENTRAL.

And of ST. JOHN'S, N.F.

Established 1780.

"LIVERPOOL" VIRUS

For the Destruction of Rats and Mice.

The importance of assisting in every way to combat the loss of foodstuffs and other essential material from destruction by Rats and Mice will be obvious to all. "LIVERPOOL" VIRUS yields a handsome profit to the retailer.

Virus for Mice, tins or tubes, 1/5 each,	10/- doz. net.	} In half-dozen lots. Carriage paid on £5 orders.
" Rats " " 2/6 "	18/- "	
" Rats, tins 6/- "	45/- "	
" Rats, tubes 8/- "	56/- "	

Ask for a copy of the "Book of the Rat."

Evans Sons Lescher & Webb Limited
LIVERPOOL and LONDON.

IT PAYS TO PUSH JOHN BOND'S "CRYSTAL PALACE" MARKING INK

40%

Minimum
Protected
Profit



40%

Minimum
Protected
Profit

6d. size, **3/7** per doz., Minimum protected selling price, **5d.** 1/- size, **6/7** per doz., ditto **9d.**

This will show retailers a profit on the 6d. size of no less than 40 per cent. . The rate of profit on the 1/- size will remain the same.

MINIMUM ORDER AT WHOLESALE RATES:—One Gross of 6d. size amounting to 38/- or assorted order to same value. 1/- size 69/- per Gross. Carriage paid on parcels of £5 and upwards. Smaller quantities should be ordered through any of the Wholesale Houses.

When ordering, please specify if HEAT or NON-HEAT is required. A good assured minimum Profit on this Marking Ink which will always make new customers.

Compare with what you are paying for other makes, and **NOTE** the difference.

Manufactory : **75 SOUTHGATE ROAD, LONDON, N. 1.**

ANOTHER HOME ARTICLE OF GREAT UTILITY.

"LUTON" Household Dyes

FOR HOME DYEING.

All these colours will dye either Wool, Silk or Cotton, or mixture of these. No separate dye required for each material. Easy and clean to use. No acids or preparation required. . Make home dyeing a matter of interest and pleasure.

A standard range of 12 Colours; other shades supplied.
IN PACKETS, 2d., 3d., and 6d. each, and in Bulk.

Pattern Book. Write for Terms and Patterns.

WHITAKER & CO., COLOUR WORKS,
KENDAL, ENG.

London Depot : 60-62 Clerkenwell Road, E.C.

Telegraphic Address : "Dullette Kendal." Telephone No. 214.

ESTABLISHED 1878,

Proprietors of the "Luton" Straw Hat Dyes.



Make your
old Hat a
new one.

In bottles, 1/- each, in separate neat cartons, with suitable brush.

These Dyes are a distinct invention, dyeing the straw without an objectionable varnished appearance, and producing the effect of new goods.

NO GLOSS. NO POLISH.
On the P.A.T.A.

WRITE FOR TERMS, PATTERNS,
ALSO LEAFLET OF TESTIMONIALS.

"Luton" HAT DYE

WHITAKER & CO., COLOUR WORKS,
KENDAL, ENG.

London Depot : 60-62 Clerkenwell Road, E.C.

Glossy Series supplied if desired

Special Non-Inflammable Series for Export Est. 1878

Telegraphic Address "Dullette Kendal" Telephone No. 214.

STOVAIN

**THE LEAST TOXIC OF LOCAL ANÆSTHETICS
USED IN THE SAME WAY AND AS EFFICACIOUS AS COCAINE**

Does not create a habit and does not give rise to headaches,
nausea, vertigo or syncope. :: :: *Literature on demand.*

NO HOME OFFICE LICENSE REQUIRED

Cheaper than Novocain and Benzocain and obtainable promptly
in practically unlimited quantities from the manufacturers:

LES ETABLISSEMENTS POULENC FRÈRES
— 92, RUE VIEILLE DU TEMPLE, PARIS. —

CURRENT PRICES.

SACCHARIN TABLETS

**Full Strength 0.3 gr. 550
Saccharin in each tablet.**

	PRICED	
100's	1/7½	per doz. 14/-
200's	3/2	„ 26/-
500's	7/6	„ 66/-
1000's	—	„ 123/-
In bulk . 70/- per lb.		

Terms Cash with order. All orders dispatched
same day as received. Registered post paid.

JULES DENOVAL & CO.,
Carlton Works, Asylum Road, London, S.E.15

Twenty-Five per Cent. CLEAR PROFIT

is made on the sale of BLENOSAN
CAPSULES. Owing to the extensive adver-
tising propaganda embarked upon to the Medical
profession, the sales are daily increasing.
Every Chemist should be ready with stock to
meet the demands of the Medical profession, who
are prescribing BLENOSAN for the treatment
of Gonorrhœa and other urinary troubles. ★ ★

On P.A.T.A.

32/- doz. Only size tin, 3/6 each



PREPARED BY

**ROBERT
FERBER
LIMITED,**

—98-104—
Oakley Street
LONDON, S.E.1

"I WANT A PACKET OF

Quin-Quenna

BETTER THAN A SHAMPOO

please. It was advertised in 'Weldon's,' says your lady customer. This is one instance of thousands, and they come to you because they are invited to, and, of course, you are too good a business man to turn away this trade, so for that reason will show Quin-Quenna prominently, along with its advertising material, to make perfectly sure that you miss no custom.

**IF YOU DISPLAY THE GOODS
SHE COMES RIGHT IN**

and a sale is clinched every time. Failure is unknown, especially if you mention that Quin-Quenna is not merely a splendid shampoo, but a preparation that makes hair grow, beautifies it, reveals the sunshine that now lies dormant, puts in a permanent wave, and if persisted in cannot fail to give a luxuriant head of hair. It's applied in shampoo fashion because it's simple.

OUR OFFER

4/- PER DOZ. **6d.** EACH

One twin-lidded decorated carton 6 doz., and 1 doz. bonus with all advertising matter at once.

CARRIAGE PAID HOME

The profit is first-class, and 43% is not often allowed on so heavily advertised a line, especially one that calls for so very little talk to sell it.

**SEND FOR A SIX DOZ. AND BONUS CARTON
AND SUPPLY YOUR CUSTOMERS' NEED,
AND EARN THAT FORTY-THREE PER
CENTUM P. A. T. A. PROFIT**

C H R I S T Y

Old Swan Lane, London, E.C.4

TOOGOOD'S TOILET CREAMS



Creme Altesia

A non-greasy Face Cream. Packed in 1-oz. Screw-capped Jars, each in Carton. 7/- per doz.



Altesia Skin Food

A greasy Skin Cream. Packed in 1½-oz. Flat Screw-capped Jars. 7/- per doz.

Manufactured only by

William Toogood, Ltd., 77 Southwark Street, London, S.E.1.



"SALASPIN"

is a sure shield against :

1. **CUT PRICES.** The generous profit margin of "Salaspin" is protected by the P.A.T.A.
2. **UNPROFESSIONAL COMPETITION.** "Salaspin" is supplied to Chemists and Druggists only.
3. **VARIATION IN QUALITY.** "Salaspin" is the Standardised British Acetyl-Salicylic Acid. There are many "Aspirins" of widely varying quality. There is only one "Salaspin."

"Salaspin" retails at 1/- and 3/- per bottle of 25 and 100 tablets
Samples and trade prices free on application.

Q96

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
ESTABLISHED 1767.

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WILOWISP CRÈME d'ARAK

*An ideal
VANISHING CREAM
for the Face and Hands. Neither
greasy nor sticky.*

**PROMPT SUPPLIES.
ATTRACTIVELY PACKED.
LIBERAL TERMS.**

RETAIL (P.A.T.A.) 1/- PER POT.

Wholesale Price, 8/- per dozen. Window Show terms on application.

Also "Arak Foam" Shampoo, "Henna" Shampoo, "Dry" Shampoo.

ALL WELL-KNOWN GOOD SELLING LINES.

JOHN TIMPSON & CO., Ltd., 104 & 106 GOLDEN LANE, London, E.C. 1.

'GRAMS: "Porous, Barb, London."

'PHONES: City, 6910 6911.

"LESCOL" FLORAL PERFUMES NOTICE

ON account of shortage of spirit and raw materials, Perfumes will be very scarce this year; but as we are holding a very fair stock at remunerative prices to our customers, we strongly advise them to send us their requirements at an early date, in order to avoid disappointment. On receipt of postcard, if possible, one of our representatives will call with samples when next in your vicinity, or we will forward you a complete price list.

We also hold good stocks of ESSENTIAL OILS at lowest market prices, & FLORAL OTTOS, FRUIT ESSENCES, CHEMICALS, &c.

LESCOL PERFUMERY CO. Lomond Grove, Camberwell Green,
LONDON, E.S.

Telephone: 810 HOP. (Proprietors: The London Essence Co.) Telegrams: "VANILLIN, CAMBER, LONDON."



PUT THE
Ker-nak
 BOY
 IN YOUR WINDOW
 NOW!

EXPENSIVE MODEL LENT FREE.

This beautifully coloured figure, standing 24 inches high, will be sent securely packed in crate, carriage paid, to every chemist purchasing **Ker-nak Pills to the value of 50/-**. These will be supplied on the usual Window Show Terms of 5 per cent.

The only stipulation is that, after 2 weeks' show, the Ker-nak Boy must be sent to a new address which will be supplied.

ORDER FORM.

NAME

Address

Date

To Messrs. C. E. Fulford, Ltd., Carlton Hill, Leeds.

Please send "Ker-nak Boy." I agree to give 2 weeks' window display, and forward the figure (carriage at your expense) to a new address which will be supplied. I enclose order which includes at least 50/- value of Ker-nak.

Yours truly,

Signature

PRICES OF KER-NAK: 1/3 size, 12/6 doz.; 3/- size, 28/- doz. (Minimum Prices Face Value)

PETROLEUM JELLIES

White, Yellow, Amber and Red.

For Pharmaceutical and General Purposes.

AMERICAN SPIRITS OF TURPENTINE,
OLIVE, CASTOR, COLZA OILS,
ROSIN, and LUX BLOOMLESS MINERAL OILS.

James Arnott & Sons, Ltd.

Newcastle-on-Tyne and Cardiff.

METHYLATED SPIRIT

OILS AND CHEMICALS.

Buy from one of the Oldest Houses in the Trade.

Write for Prices. ESTABLISHED 1794.

SAMUEL THORNLEY, LTD., BIRMINGHAM

PURE ESSENTIAL OIL OF HOP.

Singly and fractionally distilled.

HIGHEST CONCENTRATION AND PURITY GUARANTEED.

*Prices, samples and information
from the distillers:—*

WHITE, TOMKINS & COURAGE, LTD.

HEAD OFFICE:

48 Mark Lane, LONDON, E.C. 3,

And at

LIVERPOOL, BELFAST, BOSTON, and TANDRAGEE.

EUCALYPTUS OIL (RECTIFIED).

Eucalyptol Content	...	...	70/80%
Optical Rotation	...	...	0 to 1
Specific Gravity	...	...	"919 to "928

Absolutely Free from Phellandrene.

Quotations by cable. Wholesale Trade only.

BURNSIDE & COMPANY
Eucalyptus Oil Distillers,
VICTORIA, AUSTRALIA.

New Postal Address—
439 Flinders Lane, Melbourne.

Cables—"Burnside Company,
Melbourne."

NOSTROLINE

TRADE MARK REGD

Meet the Demand for this Famous Specific

"Out of Stock" makes neither Friends nor Money.

"Nostroline Nasal Specific" brings you both.

**PROMPT
DELIVERY.**

Small lots mailed by return. Bulk orders sent
by first passenger train. Remittance insures
immediate attention.

1 doz. 11/9, 3 doz. 33/9, 1 gross 135/- delivered.

To meet the Demand
send your orders to-day.

Protected Retail Price,

3/- size

now available

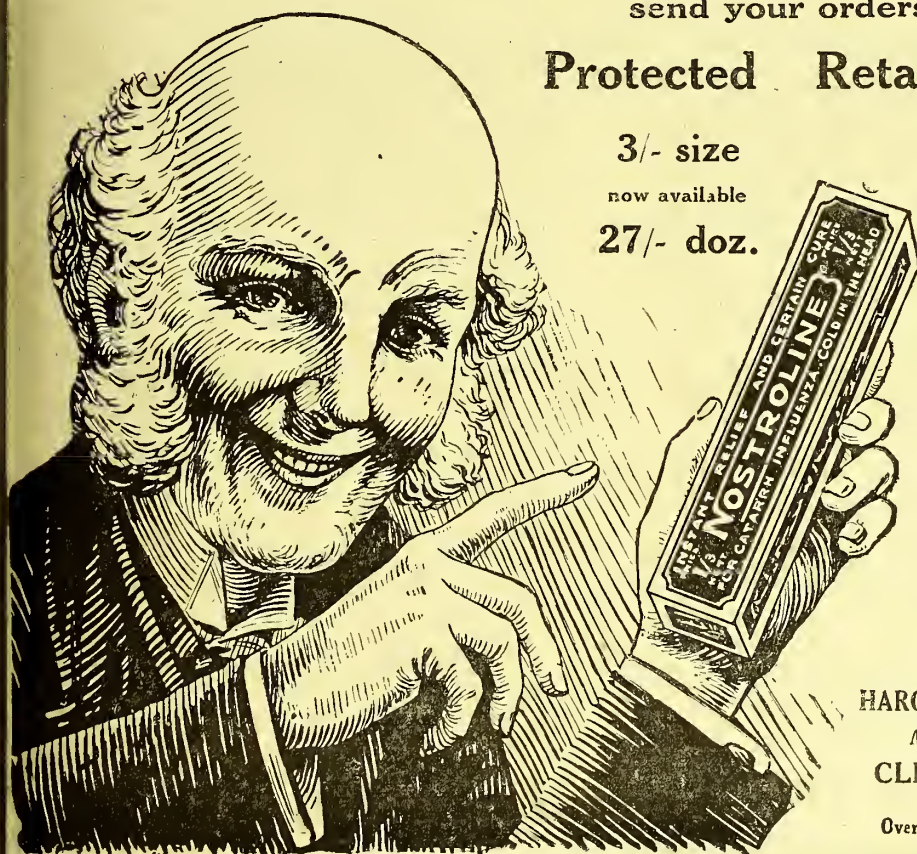
27/- doz.

1/3

'NOSTROLINE'
Nasal Specific
Prevents & Cures
COLD IN THE HEAD,
NASAL CATARRH,
HAY FEVER, etc.
Protects against Infection.

Please advise us immediately
of any difficulty in obtaining
supplies.

HAROLD E. MATTHEWS & Co.
Manufacturing Chemists,
CLIFTON, BRISTOL.
Overseas Correspondence Invited.



THE NEW FORMULA DAISY

A Proprietary with an Established Sale and a

HIGH PROFIT.

There has long been a big field for a high-class headache remedy, and the NEW FORMULA DAISY has been specially designed to fill it. THE NEW FORMULA DAISY is a remedy that the highest-class chemist can sell, with pride and confidence, at a profit of 100 %.

Except the name, there is nothing of the old Daisy about this new product. The formula has been brought right up-to-date, it is entirely free from acetanilid—THE NEW FORMULA DAISY is as safe as milk; and, after thorough analysis and test, it has received the strongest professional endorsement (see the London Specialist's letter on page 37).

We have been making headache cures for the past 25 years, so we think we may claim to know a little about them, and we say emphatically that there has never been anything on the market to eclipse the NEW FORMULA DAISY.

ITS INGREDIENTS ARE FIVE TIMES AS COSTLY

as those of the ordinary 1d. or 2d. powder, and our advertising is impressing upon the public that the NEW FORMULA DAISY is really a 6d. Headache Cure at 2d. Our profits—in order that the NEW FORMULA DAISY shall be a bargain to the public and highly profitable to you—have been cut to the very bone. We have been sending out the NEW FORMULA DAISY for a considerable time—in spite of the higher cost.

DAISY LTD., Mammoth Works, LEEDS.

THE NEW FORMULA DAISY

BIG ADVERTISING CAMPAIGN.

The people are being told—in 60 papers every week for the next four months—how safe the NEW FORMULA DAISY is; and how completely they may trust its costly ingredients to cure every head and nerve pain. They are being shown that the NEW FORMULA DAISY is actually a 6d. remedy at the bargain price of 2d., and they will come in scores to your pharmacy to buy.

Read the list of papers in which our advertising is appearing, and if there is one that covers your district send in your order now—you will easily and quickly sell every NEW FORMULA DAISY you care to buy.

Powerful advertisements of the NEW FORMULA DAISY are appearing weekly in all the following journals—

Lloyd's Weekly News
Reynolds' Newspaper
Amalgamated Press
Family Herald
" Supplement
Sphere
Graphic
Sunday Chronicle
Newcastle North Mail
Yorkshire Telegraph and Star
Evening Post
Cardiff Evening Express
Lancashire Daily Post
Glasgow Evening Times
Bradford Daily Telegraph
Bristol Evening News
Cardiff Western Mail
Wakefield Express
Bristol Evening Times
Rochdale Observer
Liverpool Echo
Newcastle Evening Chronicle
Aberdeen Evening Express
Dublin Evening Mail
Northern Echo
People

Sunday Herald
People's Friend
John Bull
Passing Show
Illustrated London News
Novel Magazine
London Evening News
Manchester Evening Chronicle
News
South Wales Echo
Northern Daily Telegraph
Irish Independent
Edinburgh Evening Dispatch
Hull Daily Mail
Exeter Express and Echo
Bradford Argus
South Wales Daily News
Western Evening Herald
Accrington Observer
Halifax Guardian
Evening Courier
Nottingham Evening Post
Belfast Evening Telegraph
and many other important periodicals

READ THIS LONDON SPECIALIST'S OPINION:—

Dr. ROBERTSON WALLACE, M.B., C.M.

64 Haymarket, Piccadilly Circus, W.

November 13, 1918.

DEAR SIRS,—For many years I have watched the introduction of headache specifics and subjected them to both analytical and clinical tests, but have never felt inclined to approve of their composition or effects. I must admit, however, that your new formula for the 'Daisy' Headache Cure merits my complete approval, and I am especially pleased to note that you have replaced the depressing ingredient, acetanilid, by an infinitely safer and more certain principle, free from any possibility of causing injury to the system. I lay great stress both on its efficiency and safety, and am constrained to compliment you on your commercial courage in placing an unusually costly formula, at a reasonable charge, at the command of the public.

Yours faithfully (Signed) ROBERTSON WALLACE.

Show that yours is an up-to-date, progressive store — a place where the Public can get what they want and when they want it — and
SEND US YOUR ORDER or SEE YOUR WHOLESALERS TO-DAY.

TERMS.

PACKETS EACH CONTAINING 8 POWDERS — Minimum Retail Price, 1/6; Sample Powder, 2d.

For not less than 1 Doz. Boxes ... 9/9 per doz. For not less than 3 Doz. Boxes ... 9/2 per doz.

PACKETS EACH CONTAINING 20 POWDERS. — Minimum Retail Price, 2/3.

For not less than 1 Doz. Boxes ... 21/6 per doz. For not less than 3 Doz. Boxes ... 20/6 per doz.

ORDERED ORDERS for 1/-, 2/3, 6/- Size and for DAISY TABLETS on best terms. DISCOUNT, 7½ per cent. for cash.

Carriage Paid to destination.

DAISY LTD., Mammoth Works, LEEDS.

'Ongard' Guarded Coil
Safety Pins **RUST PROOF.**



For Surgical & Nursery Purposes.

SOLE MANUFACTURERS
GEORGE GOODMAN LTD.,
 BIRMINGHAM.

Stocked by JAMES L. HATRICK & CO., LTD.,
 70 St. John St., Clerkenwell Rd., LONDON, E.C.1.

SACCHARINE TABLETS

½-gr., '330 in 1.

We propose to clear our stocks at a sacrifice, and will send registered post paid, any quantity from 1 lb. upwards at

30/- per lb., or envelopes of 100 at 72/- per gross.

A. S. PRICE & CO., Ltd., Blackheath, BIRMINGHAM.

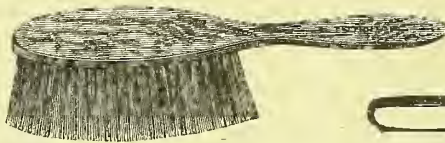
ART OF DISPENSING. (9th Ed.) 6/-, by Post 6/6.

VETERINARY COUNTER PRACTICE. 4/6, by post 4/11.

CHEMISTS' DICTIONARY OF MEDICAL TERMS. 3/-, by post 3/6.

THE CHEMIST AND DRUGGIST, 42 CANNON ST., E.C.

Titterton's *Celebrated TOILET* **Brushware**



TITTERTON & HOWARD, 8 & 10 Great Titchfield St., London, W.1.
 FACTORY: ALBION WORKS, DALSTON LANE, E.8.

CARMOL MANUFACTURING CO.

28 Bath Row, Birmingham.

Have you a Nostrum ?

Let us SELL it for you.

Have you a Speciality ?

Let us PACK it for you.

Have you a Formula ?

Let us MAKE it for you.

Have you an Idea ?

Let us DEVELOP it for you.

Our Organisation is at YOUR service.

Write to us—we shall be pleased to hear from you.

Toilets, Pharmaceuticals, Tablets—EVERYTHING FOR THE PHARMACY

The outbreak of War found
Burroughs Wellcome & Co.
producing on a commercial scale

British Alkaloids, etc.

LONG before the war Burroughs Wellcome & Co. had the prescience to prepare for the position which hostilities would create.

Most significant evidence of their anticipatory work in combating enemy activities is afforded by the following facts:—

The Firm made and offered commercially

Pilocarpine and its salts in 1900

Atropine, Eserine and salts in 1901

Homatropine in 1905

After the outbreak of war they were the first firm to receive a licence to work an enemy patent for medicinal chemicals, and were able to replace German Salvarsan and Neosalvarsan with

‘Kharsivan’ and ‘Neokharsivan’

so quickly that no real inconvenience was caused by the stoppage of enemy supplies.

Such celerity would not have been possible had it not been for their pre-war study of the arylarsonates and their production of ‘Soamin,’ which represents the latest stage in the synthesis of Salvarsan.

Quotations on application.



BURROUGHS WELLCOME & CO., LONDON, E.C. 1

Amongst other products are:—

Aspirin

Salicylic Acid

Sodium Salicylate

Hexamine

replacing Urotropine

Phenacetin

Acetanilide (Antifebrin)

Sodium Glycerophosphate

Benzamine Salts, replacing
 β -Eucaine Salts

‘Kharsivan’

‘Neokharsivan’

Halazene

‘Tolamine’ (Chloramine-T.)

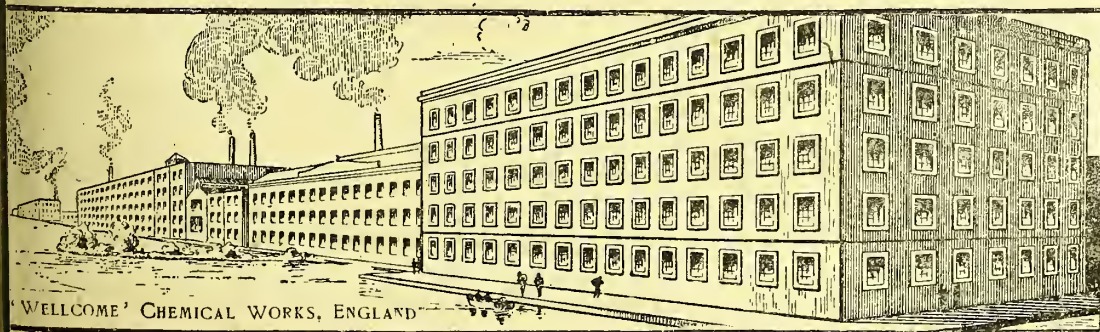
Adrenalin

Emetize

Emetine Bismuthous
Iodide

Emetine Hydrochloride

‘Ernutin’ (Synthetic Ergot)



‘WELLCOME’ CHEMICAL WORKS, ENGLAND

SODII SULPHAS

"Pea" or "Feathery."



TRADE MARK.

MAGNES. SULPHAS

"Needle."

As manufactured at our Wharf Road Works, these Chemicals represent the highest attainable standard of purity and elegance.

They are guaranteed to conform not merely with the requirements of the B.P. 1914, but also with the stringent specifications of our well-known

P.P.P. (Pure for Pharmaceutical Purposes) CHEMICALS

These attributes include :

1. Freedom from "chemical" impurities of physiological significance —e.g. lead and arsenic.
2. Freedom from "chemical" impurities which, though physiologically negligible, are yet objectionable from a pharmaceutical point of view ; as, for example, traces of iron, which may give rise to abnormal colourations when compounded in mixture.
3. Freedom from "mechanical" impurities, which would necessitate filtration of the solution.
4. Ready solubility.
5. A form which renders the substance convenient to the pharmacist for handling.
6. Elegance of appearance which greatly enhances the value for retail sale.

Prompt Delivery from Stock.

THE BRITISH DRUG HOUSES, LTD.
22-30 Graham Street, City Road,
LONDON, N. 1.



A Weekly Journal of Pharmacy and of the Chemical and Drug Trades.
ESTABLISHED 1859.

The CHEMIST AND DRUGGIST is in circulation and reputation the leading journal addressing the Chemical and Drug trades in the British Empire and other countries in the Old and New Worlds. It is the official organ of the Pharmaceutical Society of Ireland, the Chemists and Druggists' Society of Ireland, and of many Chemists' Societies in Australia, New Zealand and South Africa.

SUBSCRIPTION RATES.

FIFTEEN SHILLINGS a year payable in advance to any part of the world, including a copy of *The Chemist and Druggist Diary*. Subscriptions may begin with the first issue of any month. Single Copy, 6d.; *Diary* 3s. 6d. Post free. Postal orders and cheques should be crossed "Bank of Liverpool and Martin's Ltd."

Prix de l'abonnement annuel: le journal une fois par semaine, l'agenda une fois par an, 15s., franco.

Precio de suscripción anual: el periódico una vez por semana, el agenda una vez por año 15 ch., franco.

Terms for advertising may be obtained on application to the Publisher

Head Office: 42 CANNON STREET, LONDON, E.C. 4.

Telegrams: "Chemicus. Cannon, London." Telephone Central 3617 (three lines).

Branch Offices: MELBOURNE AND SYDNEY, AUSTRALIA.

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Coming Events.

This section of the "C. & D." is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, February 3.

Society of Chemical Industry, London Section, Burlington House, Piccadilly, W., at 8 P.M. Papers on "Refractometry and its Applications in Technical Analysis."

Tuesday, February 4.

London Pharmacists' Association, Progressive Pharmacy Club, Arundel Hotel, London, W.C., at 8.30 P.M. Address by Councillor F. Pilkington Sargeant.

Wednesday, February 5.

Pharmaceutical Society of Great Britain, 16 Bloomsbury Square, London, W.C., at 11 A.M. Council-meeting.
Birmingham Pharmaceutical Association, Grand Hotel, at 6.15. "Victory" dinner (tickets 5s. 6d. each from Mr. F. Smith, 221 Soho Road); at 7.30, social evening (tickets 3s. each).

Thursday, February 6.

Medical Society, Burlington House, Piccadilly, London, W. 1, at 8 P.M. Ordinary meeting.

Friday, February 7.

Royal Institution of Great Britain, Albemarle Street, Piccadilly, London, W., at 5.30 P.M. Professor J. G. Adami on "Medical Research in its Relation to the War."

ALGAMATED SOCIETY OF PHARMACISTS, DRUG AND CHEMICAL DEALERS.—A concert will be held at the Cannon Street Hotel, London, E.C., on February 20. Tickets (1s. and 2s., including refreshment) from Mr. Hawkins, Organising Secretary, 31-33 High Holborn.

English and Welsh News.

The Editor would be obliged if subscribers would send him marked copies of newspapers containing items of interest for insertion in this or other news sections of the "C. & D."

War Regulations Altered.

Since our last issue the following Regulations or Orders under the Defence of the Realm Act have been altered or suspended. The references are to *The Chemist and Druggist Diary*, 1919:

P. 72. *Goldbeaters' Skin*.—The Bung Gut and Goldbeater Skins Order 1917 has been cancelled.

Army Drugs.

An Army Council instruction, issued on January 27, directs the attention of all concerned to that portion of paragraph 26, Regulations of the Army Medical Service, dealing with the custody and safe keeping of drugs of a poisonous character. These should not be stocked in excess of actual requirements. Careful supervision to prevent improper expenditure should be observed in regard to the usage, issue, and dispensing of all hypnotic and poisonous drugs, especially cocaine, cocaine hydrochloride, heroin (diamorphine hydrochloride), morphine and its salts, opium and its preparations, veronal (barbitone). This Army Council instruction is applicable to the Royal Air Force.

Restrictions on Imports.

Mr. George Terrell, M.P., President of the National Union of Manufacturers, headed a deputation, representing all classes of British manufacturers, to Sir Albert Stanley at the Board of Trade on January 16, to urge that the restrictions on the importation of goods of foreign manufacture should be immediately reimposed and strictly enforced. The deputation, about thirty in number, included Sir Shirley Benn, M.P., Sir Richard Cooper, M.P., and Mr. Bremner, Director of the British Engineering Association. The proceedings were private, but it is understood that the manufacturers were well satisfied with their reception by Sir Albert Stanley, whose reply was sympathetic. He pledged himself, a news agency states, that the restrictions on importations which have been lifted for three months shall be reimposed at the expiration of that period, and that there shall be no further removals of restrictions without the manufacturers of the country being consulted. In fact, the President of the Board of Trade realised that it might be necessary to impose further restrictions. A suggestion was made and favourably considered to the effect that a Committee of manufacturers should be appointed to advise the Department.

Wages Regulation Order.

The Minister of Labour has given notice in the "London Gazette" of January 24 of his intention to make an Order applying the Trade Boards Acts, 1909 and 1918, to the manufacture, wherever carried on, of mineral or aerated waters, non-alcoholic cordials, flavoured syrups, unfermented sweet drinks, and other similar beverages, and the manufacture in unlicensed premises of brewed liquors, including: (a) The operations of bottle washing, bottling and filling, and all other operations preparatory to the sale of any of the aforesaid liquors in bottles, jars, syphons, casks, or other similar receptacles; and including also (b) the operations of bottle washing, bottling and filling, and all subsidiary operations preparatory to the sale in bottles, jars, or other similar receptacles of cider, ale, stout, porter, and other alcoholic beers, where all or any of such last-mentioned operations are, or is, conducted or carried on in association with, or in conjunction with, all or any of the operations specified under (a) above, so as to form a common or interchangeable form of employment for workers, and whether the two sets of operations or any of them are, or is, carried on simultaneously or not.

Saccharin Supply.

The Royal Commission on the Sugar Supply are inviting tenders from consumers and others for supplies of saccharin "550," either through the Saccharin Distribution Committee, Bridge House, 181 Queen Victoria Street, London, E.C. 4, or through regular dealers. Forms of application and particulars of conditions can be obtained from the Committee. The manufacture of British saccharin is one of the war-time productions. At first the output was very limited, but as the makers gained experience and the demand from the users increased, so the production advanced and became more stabilised, until it attained its present position as a permanent national industry. From the beginning the manufacture has been under the control of the Royal Commission on the Sugar Supply, and by reason of the duty of 132s. per lb. contributes heavily to the

national Exchequer. In order to economise the use of sugar, the output was at first reserved exclusively for tablet-making, by which the public were supplied with a convenient form of sweetener; then the requirements of aerated-water and other beverage manufacturers had a preferential allotment of the increasing supplies; now the manufacturers are in a position to produce saccharin sufficient for all users and for all purposes at a price which will compare favourably with the imported article.

Birmingham.

For storing 784 lb. of celluloid (the prescribed quantity being 112 lb.), a Northfield rubber company was lately fined 5*l*.

An effective advertisement of the surgical specialities of Cuxson, Gerrard & Co., Ltd., appears on some of the local omnibuses.

Cocaine is a great curiosity for the local layman. "Do you keep cocaine?" and "Can you show me a specimen?" are frequently asked by customers.

Brompton lozenges are, apparently, a thing of the past. "If I had had a quarter of a ton this season, I could have sold the lot easily," says a well-known mid-city pharmacist.

Mr. Alfred F. Bird, M.P. (Alfred Bird & Sons, Ltd.), has been appointed one of the members of the Parliamentary Committee formed by the Royal Automobile Club to consider legislation affecting roads and road transport.

Sir Aston Webb, the new President of the Royal Academy, is well known by his works in Birmingham. He designed the Victoria Law Courts, which were opened by Queen Victoria, and the University Buildings at Bournebrook.

At an impressive memorial service for ex-pupils of King Edward's School who have fallen in the war, held on January 21, the "Last Post" was sounded by Assistant Scoutmaster Noel Jensen, son of Mr. Alexander B. Jensen, Ph.C., Great Colmore Street.

As an experiment for twelve months, the Medical Benefit Sub-Committee of the Birmingham Insurance Committee have decided, subject to efficient service, to allow the medical men of Sparkhill to close their surgeries on two evenings a week at five o'clock, as well as on Sunday evenings.

A local pharmacist takes pride in a unique exhibit. The food-and-drugs inspector used to call frequently and divide his purchases as ancient Gaul was divided. The one left behind our pharmacist puts, after a sufficient interval, in a conspicuous place, with date and the inscription, "We have not heard any more about the matter."

Attention was directed to an advertisement of the sale of two Birmingham chemists' businesses in the *C. & D.* a few weeks ago by an old-time pharmacist. He was astonished to find that the weekly takings were cited as 30*l*. and 40*l*. a week respectively. In his day, thirty years ago, it was considered (in a good locality) a good week's work if 13*l*. or 14*l*. had been secured.

An important judgment has recently been given in favour of a Birmingham firm of traders. Goods were sent by train to Salisbury Plain at owner's risk (lower rate), and two articles were lost—presumably stolen by the company's servants. The Birmingham County Court Judge held that plaintiffs were entitled to succeed against the railway company, and this decision was upheld in two higher Courts.

A social gathering of the staff of the Birmingham branches of Boots, Ltd., was held on January 22, by invitation of Mr. and Mrs. W. H. Whittock, to meet Mr. P. W. Williams, chemist and druggist, the manager of the New Street branch, who has recently been admitted to the Bar. Many of those present contributed to the enjoyment of the occasion, and during the evening Mr. Whittock, a director of the company, presented to Mr. Williams, on behalf of his colleagues, his wig and gown and a handsome suit-case, wishing him the best of success in his new profession.

Liverpool.

"This door *will* shut; try it," forms an amended notice at the entrance to the office of a Hanover Street firm. The staff have suffered severely from the careless folks who leave doors ajar.

Despite all that has been printed in reprobation of the cocaine habit, a schoolboy was sent round to the central pharmacies a few days ago with a written request for the drug. Is it necessary to add that the boy had a vain quest?

Sentence of seven years' penal servitude was passed at Liverpool Assizes, on January 23, upon the Army deserter who broke into the lock-up shop of Budden & Co., Ltd., Renshaw Street, and other shops (*C. & D.*, January 25, p. 34).

The entertainment section of the staff of Ayrton, Saunde & Co., Ltd., delighted the patients at the Venice Street military hospital on January 25. The same performers booked to aid the Commercial Travellers' Benevolent Fund a few weeks hence.

The annual meeting of the Liverpool Chemists' Association was held on January 29. The need for mutual forbearance of all sections has never been greater, and it will require all the tact of the new President and the Council to steer the Association through the troubled waters. The reconstruction period of British pharmacy calls for the best effort of the older Associations. "Let Liverpool lead."

Leeds.

The slump in saccharin, the shortage of many proprietary (especially American goods), and the severe rationing of certain infants' foods are among the present difficulties of the trade.

The disappearance to a large extent of "Lady Assistants Wanted" from the advertisement columns of the *C. & D.* is causing some little uneasiness among the fair sex, who are anticipating that their services will be dispensed with as the "old hands" return to civil life.

Only a few men connected with the drug-trade have turned from the Army to civil life, amongst them being retail pharmacists. Both look no worse for their experience. Several other men who were recalled from leave to British expected demobilisation at once, but after nearly three weeks they are still doing "nowt."

Nottingham.

Lecturing recently to the Nottingham section of the Society of Chemical Industry, Dr. Denning (Stafford) placed administrative ability above manipulative skill as a factor of business success.

Despite the return of men from the Front, Boots, Ltd., anticipate no difficulty about retaining their lady assistants. This is not to be wondered at, considering the heavy work which the war has taken of the young men who join the Colours. Out of five assistants who went from the company's Nottingham shops three have been killed.

An instructive window-display illustrating the manufacture of saccharin is made at the High Street branch of Boots, Ltd., who are turning out two tons weekly at their Nottingham works. The successive stages are shown, beginning with the raw materials, and going through the intermediate processes down to the finished article. The cash value of the exhibits is over 100*l*.

Sheffield.

Mr. Stanley Appleton, son of Mr. A. J. Appleton, D.D., is back in civil life.

One hears from all quarters that there is a considerable easing down in business.

Mr. W. Stanley Proctor and Mr. E. G. Robinson have been elected members of the local Society, and Mr. Clifford Swift an associate.

It is very pleasing to find Mr. J. P. Hewitt about a year ago. Mr. Hewitt, who had retired some years ago, decided to "hit" during the war. He has lately had a serious illness.

It is interesting to note in connection with the Society's jubilee that three of the founders are still working.—Mr. Job Preston, who is still in harness, Mr. Ibbitt, and Mr. Watson. Mr. George Owen, who was in at the foundation as a young member, has also stuck to the Society for fifty years.

Miscellaneous.

FIRE.—Damage estimated at 1,000*l*. was caused by an outbreak of fire on January 27 at the works of W. & Co., Ltd., manufacturing chemists, Oswaldtwistle.

A BLACK-LISTED FIRM.—The latest addition to the firms of enemy nationality or association in the Netherlands includes H. Raab & Co., Chemische Werke, Herkron near Rocrmond.

ENTERTAINMENT.—The employees of Joseph Crosfield & Ltd., Warrington, recently entertained 500 children who have fallen in the war. Tea and games were provided by the distribution of gifts.

ENEMY PATENTS.—The Liquid Air and Rescue Syndicate, Park Royal, Willesden, are applying for a patent to use Patent 1662/12 referring to metallic vessels for liquefied gases. The hearing takes place on February 7.

MOLASSES FOR CATTLE FEEDING.—The Food Control Commission announces that as from February 17 next the price at which molasses will be sold to manufacturers and wholesale for cattle-feeding purposes will be 15*l*. per ton ex tank.

alk for home manufactured molasses and 15*l.* per ton in alk c.i.f. for imported. This represents a reduction on the recent prices of 5*l.* per ton.

SHOPFITTERS' ASSOCIATION.—Members of the shopfitting industry met in the Hôtel Russell, London, on January 20, and formed an association for mutual help and protection of the industry in London and the provinces. A Committee was appointed to consider and report on the lines to be followed in the organisation of the association. Mr. Coulson (Sage & Co., Ltd., London) is the chairman.

DEMobilISATION OF CHEMISTS.—Mr. G. A. Tocher, Secretary of the London Pharmaceutical Committee, 233-6 Bank Chambers, 329 High Holborn, W.C. 1, is compiling a list of chemists in the County of London who have vacancies or assistants who are now in the Army. If chemists will notify Mr. Tocher of vacancies, he will take steps to secure the release of the assistants as "slip" men.

PUBLIC PHARMACISTS.—The Public Pharmacists' Section of the Amalgamated Society of Pharmacists, etc., is sending public pharmacists throughout the country a leaflet examining the need for a Whitley Council in the drug-trade and the part which various sections of the trade will fulfil the Council. Mr. F. W. March (Secretary of the Section), Heslop Road, Balham, London, S.W. 12, will send a copy of the leaflet to all inquirers.

EARLY CLOSING ORDER.—Norwich Town Council has made closing order for chemists' and druggists' shops, fixing the hours at which they shall be closed, thus: Monday, Tuesday, Wednesday, and Friday at 7.30 p.m.; Thursday, p.m.; and Saturday, 8.30 p.m. The Order is to apply to all shops in which the retail trade of a chemist, druggist, or drug-store is carried on, but shall not apply to the sale of medicines and medical and surgical appliances.

"END OF THE WAR."—The Select Committee appointed to consider the provision to be made by Parliament for fixing the meaning of the phrase "end of the war" recommends that legislation should be introduced to declare at the date of the ratification of the Peace Treaty should the date referred to in those phrases. On the question of extending or shortening the period of operation of the emergency statutes, the Committee think that a new Select Committee should be set up immediately to continue the inquiry which it has been impossible to complete.

LINSEED, RAPE, AND CASTOR OILS.—Supplies of linseed oil, rape oil, and castor oil are sufficiently abundant to permit distribution to any consumers in quantities not exceeding five tons in one-ton lots during any one calendar month. Any one requiring supplies of these oils may obtain them by applying through his usual channels of trade. No licences will be required, provided that the oils are for home consumption. If any difficulty is experienced in obtaining supplies application should be made to the United Kingdom Oil and Oil Seed Brokers' Association, 20 St. Mary Axe, London, E.C. 3.

FESTIVITIES.—After a long interval due to war conditions, Warringtons Wellcome & Co.'s clerical staff recommenced their social functions by holding a New Year's party at the Memorial Hall, Farringdon Street, London, E.C., on January 22. The programme, which consisted of items of music and entertainment, of dances, and of games, was characterised by the utmost sociability, and was thoroughly enjoyed by the employees and their friends to the number of 300. Mr. G. E. Pearson, the firm's general manager, made a short and appropriate speech after the distribution of prizes for competitive games had been made.

AN ALIEN PERIL.—The Balham and Tooting Traders' Association have decided to urge the Minister of National Service to continue in force the Order as to the licensing of shops for twelve months after the declaration of peace. The Chairman said that the danger existed of the better-qualified German securing business premises and opening competition with the British trader. A particular body of traders were at work, both outside and inside the House of Commons, to get the law rescinded regarding alien enemies, and if this were done the small trader would be in a worse position than formerly. The London and District German Business Association and the Camberwell Borough Council have also called the attention of the authorities to this matter.

THE ECONOMIC POSITION.—Our Parliamentary correspondent is informed that one of the first deputations which the new Chancellor of the Exchequer (Mr. Austen Chamberlain, M.P.) has been asked to receive on taking over the Treasury from Mr. Bonar Law has reference to the economic situation, in regard to which a statement may be expected to be made in Parliament at an early period of the new Session. Certain Chambers of Trade have approached him on the matter, and are anxious to lay before the head of the Treasury their views in regard to the excess-

profits tax, the high price of commodities, and a variety of other matters, including the desirability of national and international action regarding the question of raw materials.

POISONINGS.—An inquest was held at Rotherhithe, London, S.E., on January 29, on the body of Mr. Edward Stock Bell, M.R.C.S., L.R.C.P., who died from chloroform-poisoning. Dr. F. S. Toogood said that some time ago Dr. Bell complained of insomnia and told him he was taking a few sniffs of chloroform to induce sleep. Witness warned him of the danger of doing this. A verdict of "Death by misadventure" was returned.—Mrs. V. E. Hutchinson, wife of the Rector of Wycliffe, Barnard Castle, poisoned herself by taking salt of lemon at a Bridlington nursing home.—The shop manager of H. Samuel & Co., jewellers, Kirkgate, Bradford, was found lying dead on the shop floor, with a bottle labelled "Poison" near by.—Ann Grainger, Swaine House Farm, Bolton, Bradford, committed suicide by taking carbolic acid.

IN THE COURTS.—At Marlborough Street Police Court, London, on January 24, Roscoe Charles Spurrin, advertising manager, Finsbury Park Road, N., was remanded on a charge of having forged and uttered ten cheques, the amount involved being 805*l.* It was stated for the prosecution that prisoner approached Sir Jesse Boot, Bart., in connection with the production of a film to be exhibited in aid of war charities, and obtained an advance of 2,000*l.* In order to safeguard the interests of Sir Jesse Boot, a Mr. Alexander Stewart was appointed to control a joint banking account together with the prisoner, who, it is alleged, subsequently forged Mr. Stewart's name on cheques. The bank repaid the amount in question, and were now prosecuting Spurrin.—At the Thames Police Court, London, on January 23, S. W. Tuck, a Chinese subject, was fined 1*l.* for having in his possession opium for smoking and opium-smoking utensils.—At Reading Police Court, on January 23, John William Sheard, 11 Kilburn Square, London, was charged with obtaining various sums of money by false pretences, it being alleged that he had sold certain pills which he had falsely represented to be Beecham's Pills. It was stated that the accused traded as "James Bruce & Co., wholesale druggists," and occupied at the address given a small bedroom also used as a workroom. The case for the prosecution not being complete, a remand was ordered, bail being allowed.—At the Guildhall Police Court, London, on January 27, Samuel Jones, Highbury Park, described as a chemist, was fined 10*l.* for loitering in the City for the purpose of betting.

SALE OF FOOD AND DRUGS ACTS.—At the Mansion House Police Court, London, on January 23, before the Lord Mayor, Northway & Co., Ltd., chemists, 91 Great Tower Street, and Patrick Calway, chemist and druggist, assistant, were summoned under the Sale of Food and Drugs Acts for selling almond oil adulterated with 55 per cent. of mineral oil. They pleaded guilty. It was stated for the prosecution that on December 10 the inspector sent a person into the company's shop to purchase a shillingworth of almond oil. He noticed that the assistant took oil from two bottles, and going in saw they were both properly labelled. Mr. May spoke to the assistant, who remarked that one lot did not seem quite right. A purchase of almond oil for the purpose of analysis had resulted in a report that the oil was a mineral oil. For the defence it was contended that the company was the innocent victim of circumstances. This oil had carelessly or inadvertently been put in the almond oil bottle by a manager who was unsatisfactory, and had since been dismissed. They had now obtained almond oil from one of the best firms in the trade, and no other would be used. They greatly regretted this incident. The Lord Mayor thought it a rather bad case, and imposed a fine of 15*l.*, with 3*l.* 3*s.* costs, the defendant Calway to pay 5*l.*, without costs.—At Hinkley Police Court, on January 24, Caroline Puffer was fined 1*l.*, and costs, for selling Epsom salts containing 30 parts of arsenic per million—six times the maximum allowed. No warranty had been obtained by the defendant, who was said to have purchased the salts from a respectable firm.—In Lambeth during the past quarter forty-eight samples of drugs were analysed, of which five were reported to be adulterated. Out of ten samples of cream of tartar, four were reported against, three containing excess of lead and the other excess of arsenic; and of eleven samples of Epsom salts one was found to contain excess of lead.

THE FUTURE OF GREYNA.—"The place might perhaps be converted into a great chemical and dye works, carried on under the Government-controlled scheme which has linked up British Dyes, Ltd., with Messrs. Levinstein's and other firms. Whatever solution may be found, it seems a pity that the manufacture of glycerin cannot be continued for the present."—*Daily News*.

Irish News.

Dental Society of Ireland.

The annual meeting of the Dental Society of Ireland, which consists of druggists practising dentistry, was held in the Chemists' and Druggists' Rooms, Waring Street, Belfast, on January 22, Mr. T. Mitchell, L.P.S.I., presiding in the absence through illness of the President, Mr. W. Corbett. The annual report was presented by the Hon. Secretary (Mr. J. D. Carse), and the Hon. Treasurer (Mr. Joseph Moffett) presented the balance-sheet, which showed the Society to be in a flourishing condition. The reports were unanimously adopted. The following office-bearers were elected for the incoming year: *President*, Mr. W. Corbett; *Vice-Presidents*, Mr. F. T. Smith, J.P. (Antrim), and Mr. T. Robb (Lisburn Road); *Hon. Secretaries*, Mr. J. D. Carse and Mr. D. S. Bennet, Caherciveen, co. Kerry (for the South of Ireland); *Hon. Treasurer*, Mr. J. Moffett; *Committee*, Messrs. S. Suffern, E. J. Roberts, J. A. McRoberts, F. J. Boyle, T. Mitchell, J. Wilkinson, S. Carson, James Guthrie, S. Hill, F. W. Dodds, T. Unsworth, D. Blackwood, W. Hanna, J. Leavy, J. Beattie, D. Gray, J. Copithorne, and J. A. Anderson.

Brevities.

Mr. Joseph Dargan has opened a pharmacy at No. 3 Main Street, Cashel, co. Tipperary.

Many chemists in Cork are left with large supplies of saccharin on their hands, and with the increased sugar ration a ready sale for this article is not expected in the future.

Mr. Robert Andrew, Ph.C., has lodged a claim for 16l. for the malicious breaking of a plate-glass window in the Medical Hall, 75 Cramlin Road, Belfast. The claim will be heard at the next Sessions of the Recorder.

Mr. J. Edgar Connor, J.P., Ph.C., President of the Newry Chamber of Commerce, has been appointed a member of the Ulster District Directorate in connection with the Ministry of Labour Appointments Department.

At a crimes court at Clones, Mr. Patrick O'Halloran, chemist's assistant, was sent to gaol for one month on his refusal to give bail. The charge against him was one of unlawful assembly, and O'Halloran refused to recognise the jurisdiction of the Court.

The Rev. John Thom, C.F., M.C., who has had conferred upon him the Belgian Croix de Guerre, is a brother of Mr. R. M. Thom, Ph.C., 3 Terenure Road, Dublin. Another brother, Corporal W. N. Thom, was killed in action at Thiepval on July 1, 1916.

The imports of chemicals and drugs into Belfast for the year 1918 were 2,709 tons, as compared with 2,381 tons the previous year; the exports being 63 tons in 1917 and 114 tons last year; 129 tons of cream of tartar was imported, as compared with 98 tons in 1917.

Mr. P. N. White, J.P., Sligo, has again been elected to the Sligo Corporation by a large majority. He has given the long public service of twenty-three years, and has specially interested himself in questions of public health. The death-rate of Sligo is now one of the lowest in Ireland.

The lighting regulations are still in force, and though chemists may keep their shops open, they dare not light up their window, as heavy penalties are enforced for infringements of the Order. In view of the amount of coal available the regulation is most harmful to trade, as is instanced by the fact that after half-past five in the evening only medicines and surgical appliances may be sold.

At the annual meeting of Ballymena Urban Council on January 23, Mr. Huston Lancashire, Ph.C., was unanimously appointed Chairman for the third year. At Coleraine Urban Council annual meeting on the same day, Mr. R. F. McCartney, Ph.C., was re-elected Chairman; and at the annual meeting of the Antrim Town Commissioners, Mr. F. T. Smith, R.D., was also re-elected to the chair.

The Cork Branch of the Irish Chemists' Assistants' Association has formulated a demand, which will be placed before the employers shortly, that chemists' assistants in Cork shall have the same pay and hours of employment as has been conceded to those employed in Dublin. Two and three Committee meetings have been held each week during the past month, and Mr. Humphries, Secretary of the branch, has visited Dublin to consult with the chemists' assistants' branch there.

LONDON UNIVERSITY.—At a meeting of the Senate on January 29, it was resolved that for the duration of the war and for a period of twelve months from its termination the Army education certificate should be accepted as exempting candidates from the matriculation examination.

Scottish News.

Scottish Paraffin Wax.

With reference to the War Trade Department's notification in regard to the grant of licences for the export of reasonable quantities of Scottish paraffin wax (under 120° F. melting-point) to all non-enemy destinations, the War Trade Department now states that applications for export to approved destinations will be considered irrespective of the melting-point.

Brevities.

Chemists in the vicinity of naval bases have done abnormal business lately.

Consignments of clinical thermometers are beginning to arrive from the National Physical Laboratory.

Among a miscellaneous assortment of "lots" sold at the Dundee Auction Rooms lately was the item, "10,000 saccharin tablets."

The chemists of Falkirk are advertising their Sunday hours in the local Press. Commencing on February 2, the times of opening are 10.30—11 A.M. and 6—8 P.M.

A London syndicate has taken over the Glendinning antimony mines, Langholm. It is some thirty years since the mines were worked. Good prospects are entertained, as the ore is of exceptional quality.

Films from the Expeditionary Forces are beginning to arrive for development—officially. During the war, of course, many soldiers on active service snapped forbidden things, but most of these when printed were unimpressive. "One of our airships is shown on this film," whispered an officer once to a chemist. "Please do not allow anyone to see it." The airship in the finished print was a smudge about the size of a pin's head.

Edinburgh.

Labels are now invoiced at "125 per cent. surcharge, net."

Influenza has made another appearance, and trade is brisk in consequence.

Window-smashing and subsequent abstraction of goods is becoming an increasingly popular amusement at night in certain circles. The police are advising all shopkeepers to procure shutters and gates if possible.

An advertisement is appearing in local newspapers requesting chemists' assistants, etc., to communicate with the Secretary of the Shop Assistants' Union at Synod Hall. "Dispute pending" are the concluding words of the paragraph.

A strong letter from the pen of Mr. John Muir, Secretary of the Edinburgh Pharmaceutical Committee, appeared in a local paper recently in reply to a querulous complaint (from some person taking refuge under a pseudonym) that it is difficult to obtain medicines in Edinburgh after closing hours. "If your correspondent had been so alive as he tries to make out," writes Mr. Muir, "he ought surely to have noticed the advertisement of the Medical Officer of Health for the City with regard to this very matter, published in 'The Scotsman,' under date October 29, 1918, as well as the counter advertisement the following day, signed by the responsible Secretaries of the Pharmaceutical Society of Great Britain, the Edinburgh Chemists' Trade Association, and the Edinburgh Pharmaceutical Committee respectively."

Glasgow.

Mr. W. L. Pullar (J. Pullar & Sons, Ltd., Perth) has been elected a director of Glasgow Chamber of Commerce.

Mr. John Garraway (R. & J. Garraway, manufacturers chemists) presided at the recent annual meeting of Glasgow Central Dispensary.

Mr. John Paterson, managing director of John Paterson & Co., Ltd., manufacturing chemists, Henrietta Street, has been elected a Fellow of the Chemical Society.

Persons having claims against the estate of the late Mr. J. D. Sutherland, chemist and druggist, Giffnock, are asked to lodge them with Wilson, Chalmers & Hendry, 40 St. Vincent Place.

Pioneer Andrew Johnston, R.E., who in civil life was a chemist's assistant in Glasgow, has contributed further sketches of Army Life to recent issues of the "Androssan and Saltcoats Herald" under the pseudonym of "Ajay."

An itinerant medicine-vendor at the corner of Sauchiehall Street, whose magic specific cost 4d., was demanding in oratorical style of his audience, "What could you get these days for fourpence?" When the sentence was repeated, a juvenile humorist shouted, "Twa packets o' Woodbines an' a ha'penny back!"

Cocaine Cases.

The concluding stage of the inquest on Miss "Billie Carleton" (see *C. & D.*, January 25, p. 35) was reached at Westminster on January 23, when the verdict of the jury was as follows: "That Billie Carleton died from an overdose of cocaine, self-administered. She had no intention of committing suicide. We are of the opinion that the drug was unlawfully supplied to her by De Veulle in a culpable, negligent manner." In the course of the hearing, Mr. Thomas Woolldridge, chemist and druggist, 26 Lisle Street, W.C., who had given evidence a week previously, was recalled. The Coroner: You denied last time that you ever supplied cocaine to Belcher or anybody?—Absolutely. You heard Belcher afterwards assert that you were the man who sold it to him two or three times?—Yes, sir. Why are you so positive you never did sell it?—Because I had none in the shop to sell. It is four and a half years since I had any. It is a very serious thing for Belcher to say that he got that large amount from you?—Yes, sir. I absolutely deny it. Do you suggest that he invented it?—I do. He must say he got it from somewhere. Then you told Mr. Hayes you never got cocaine in a larger amount than 60 grains, and that was four and a half years ago. Do you adhere to that? Do you swear that?—Yes, sir. Just look at that (handing witness a paper). Is that in your handwriting?—No, sir; my assistant's. Answering further questions, the witness agreed that his assistant must have been sent by him to the wholesale chemists for cocaine. The paper produced showed that witness asked the wholesale chemists to send him 2 oz. in February 1916. The name of his assistant he gave as Kemp, and added that he (Kemp) went absolutely under his authority. So you have not been telling the truth?—I only made statements so far as my knowledge permitted me. I do not want to prevaricate. I was speaking of the particular time you were dealing with. I had clean forgotten about it. Now you remember it?—I do to a certain extent. Vaguely?—Yes. Is that the only time you have bought a large quantity of cocaine?—So far as I know. The Coroner quoted another firm of wholesale chemists, Burgoine, Burdidge & Co., Ltd., East Ham, and asked the witness if he would be surprised to know that the firm sold him 4 oz. of cocaine on November 8, 1917. The witness replied that he had forgotten it. If they had put it down, he said, it must be true. Questioned further by the Coroner, witness gave the names of four firms of wholesale chemists with whom he dealt. The Coroner: That is 6 oz. you got from two firms, and you had forgotten all about it. Belcher did not, you know. After reading the evidence over, the Coroner asked: What have you done with the cocaine?—I may have sold it wholesale to veterinary surgeons, or used it for my particular proprietary preparations. In what do you use such large quantities of cocaine?—Toothache preparations and ointments. To what veterinary surgeons did you sell it?—In the Army. At your shop?—Yes. Have you any record of it in your book?—No, sir. Why not?—Because it was a veterinary surgeon, and a wholesale order. But have not all your sales to be put down in the book?—Yes. Does your book show any sales at all?—No, sir. Other evidence having been given, the Coroner summed up, and the verdict was returned as stated.

At Bow Street Police Court, London, W.C., on January 24, Raoul Reginald De Veulle was charged on the warrant of the Westminster Coroner with the manslaughter of Florence Leonora Stewart, otherwise Billie Carleton, by unlawfully supplying her with cocaine. He was remanded for a week, bail being fixed at 500*l.*

At Croydon, on January 24, Sidney Elsdon, pianoforte salesman, Northbrook Road, Lee Green, was charged with attempting to procure from Mr. Harry Wilson Beale, chemist and druggist, High Street, South Norwood, 6 grains of cocaine by means of a forged prescription, and also with having on six occasions between December 27 and January 12 similarly obtained cocaine, to the total amount of 48 grains, from another South Norwood chemist. Mr. Beale said that on January 22 the prisoner brought a prescription for 6 grains of cocaine purporting to be signed by a Beckenham doctor. The prisoner said: "I hope you won't regard me with suspicion, as the previous man did. He seemed to be under the impression that I was connected with those London people." Witness replied, "Oh, that is all right; I will slip down to the basement and see if I have it." Instead, however, he went out by the side door to the police station. Elsdon had gone when he got back, but came in again soon after and asked for "the stuff." Witness, however, locked the door until the police arrived. A detective said that when he reached the shop prisoner admitted that the prescription was false. When told the police were making inquiries about six other prescriptions

in their possession, he said, "They are false. I wrote them myself. It is no good making any inquiries. I want it, and I intend to get it wherever I can." In the prisoner's pocket witness found some strychnine and a needle, and in the leg of his pants a small bottle of cocaine. A previous conviction (*C. & D.*, 1918, p. 1011) having been proved, a sentence was passed of six months' imprisonment in the second division. The Bench highly commended Mr. Beale, and hoped that others would follow his example.

At Marylebone Police Court, London, on January 28, Bernard Helene Joseph van Dieren, 35a St. George's Road, Hampstead, was summoned for unlawfully procuring cocaine for himself from John Bell & Croyden, Ltd., 50 Wigmore Street, W., in contravention of Regulation 40b of the Defence of the Realm Act, on December 24 and January 5. Defendant did not appear, but a certificate from two doctors was produced explaining that he was in a very bad state of health. The prosecuting solicitor said there was no doubt the defendant had suffered from a most aggravated form of ailment, and had taken the drug to deaden the pain. But the gravity of the matter was that he had been forging the prescriptions of a Dr. Lowbury. Of several prescriptions handed in two were genuine, but the remainder were fictitious. The magistrate remarked that it was a very serious matter, and adjourned the summonses for two weeks on the understanding that the prosecution were to be advised if the defendant could not be present.

January Insurance Drug-tariff.

SEVERAL alterations have been made in the January list. The following are priced on the ounce rate instead of the pound rate: Acetanilide, collod. acetum; collod. bellad. collod. salicyl.; collod. vesicans; ext. bellad. liq.; ext. casc. sag. sicc.; hexamine; and liq. epispasticus. A good many articles have been deleted from the tariff, and a new list of pills has been issued.

Lower: Acid. salicylic, 5*s.* 3*d.* 1*lb.*; ammon. brom., 8*s.* 6*d.* 1*lb.*; amyllum (maize), 1*s.* 3*d.* 1*lb.*; aq. rosæ, 1*s.* 7*d.* 1*lb.*; barbitonum, 8*s.* 6*d.* oz.; butyl-chloral hyd., 11*s.* oz.; chloral hydras., 1*s.* 5*d.* oz.; guaiacol carbonas., 8*s.* 6*d.* oz.; homotrop. hydrobrom., 1*s.* 6*d.* gr.; inf. senegæ (ex conc.), 6*s.* 4*d.* 1*lb.*; naphthol, 1*s.* oz.; ol. caryoph., 24*s.* 9*d.* 1*lb.*; paraldehyd., 1*s.* 1*d.* oz.; pil. quin. sulph. gr. i., 1*9d.* per doz.; ditto gr. ii., 3*17d.* per doz.; potassa sulphurata, 3*s.* 4*d.* 1*lb.*; pot. bicarb., 2*s.* 1*lb.*; pot. brom. 8*s.* 6*d.* 1*lb.*; pot. permang., 14*s.* 3*d.* 1*lb.*; resorcinum., 3*s.* 10*d.* oz.; sacc. lact., 5*s.* 8*d.* 1*lb.*; sodii salicylas (cryst.), 8*s.* 6*d.* 1*lb.*; sulphur præcip., 1*s.* 4*d.* 1*lb.*; tab. acetan. co. B.P.C., 1*9d.* per doz.; tab. acid. acetylsal. gr. v., 2*23d.* per doz.; tab. Easton i dr., 2*58d.* per doz.; ditto gr. dr., 1*80d.* per doz.; tab. guaiacol. carb. gr. v., 14*82d.* per doz.; tab. phenolphthalein gr. i., 2*16d.* per doz.; ditto gr. ii., 3*45d.* per doz.; tab. pot. chlor. B.P.C., gr. v., 0*58d.* per doz. Cotton wool, 1-lb. packet, 32*00d.*; oiled cambric, 30*00d.* per sq. yard.

Higher: Acetanilidum, 8*1d.* oz.; argent. nucleinas, 6*s.* 2*d.* oz.; camphora (flowers), 8*s.* 9*d.* 1*lb.*; chloroform. camph. B.P.C., 11*s.* 1*lb.*; collod. acetan. B.P.C., 8*d.* oz.; collod. belladon. B.P.C., 1*s.* 6*d.* oz.; collod. salicylic. B.P.C., 10*d.* oz.; collod. vesicans, 1*s.* 10*d.* oz.; creosot. carb., 8*s.* 6*d.* oz.; emp. belladon., 1*17d.*, and emp. calefac., 0*78d.* per 16 sq. inch; emp. picis, 4*50d.*, emp. plumbi, 4*00d.*, and emp. resinae, 3*50d.* per sq. ft.; ext. bellad. liq., 1*s.* 11*d.* oz.; ext. bellad. sicc., 2*s.* 8*d.* oz.; ext. casc. sag. sicc., 1*s.* 5*d.* oz.; ext. cinchonæ liq., 8*s.* 1*lb.*; glycer. belladon. B.P.C., 9*s.* 6*d.* 1*lb.*; hexamina, 10*d.* oz.; hydrarg. iod. rubr., 1*s.* 7*d.* oz.; inf. cinch. acid. (ex conc.), 5*s.* 1*lb.*; inf. serpentariae (ex conc.), 4*s.* 6*d.* 1*lb.*; lin. chlorof., 7*s.* 2*d.* 1*lb.*; lin. hydrarg., 5*s.* 6*d.* 1*lb.*; lin. sap. meth., 2*s.* 4*d.* 1*lb.*; liq. epispasticus, 2*s.* 0*1d.* oz.; lith. cit. effervesc., 5*s.* 8*d.* 1*lb.*; lot. hydrarg. nigr., 1*s.* 1*d.* 1*lb.*; mag. carb. pond., 2*s.* 2*d.* 1*lb.*; ol. abietis, 21*s.* 11*d.* 1*lb.*; oxymel scillæ, 5*s.* 1*lb.*; phenazon., 5*s.* 8*d.* oz.; pil. ferri., gr. v., 0*75d.* per doz.; pil. ipecac. c. scill. gr. iv., 1*42d.* per doz.; pulv. cretæ aromat., 3*s.* 2*d.* 1*lb.*; rhei rhizoma pulv., E.I., 5*s.* 3*d.* 1*lb.*; sulphonal, 12*s.* oz.; suppos. morphinae gr. 1*s.* per doz.; ditto, gr. i., 1*s.* 6*d.* per doz.; syr. hypophosph. co. B.P.C., 2*s.* 6*d.* 1*lb.*; tab. ext. casc. sag. gr. ii., 1*11d.*, ditto, gr. v., 2*22d.* per doz.; tab. hydr. c. creta B.P.C. gr. i., 0*66d.* per doz.; tab. santonin. gr. i., 7*32d.* per doz.; tab. santonin. co. B.P.C., 7*65d.* per doz.; tab. sodii bicarb. co. B.P.C. ("Soda mint"), 0*19d.* per doz.; tab. thyroïd gland. gr. ii., 1*98d.*, ditto, gr. v., 3*45d.* per doz.; tr. asafet., 7*s.* 2*d.* 1*lb.*; tr. camph. co., 5*s.* 3*d.* 1*lb.*; troch. acid. tannic., 4*s.* 1*lb.*; troch. pot. chlor. gr. 3, 4*s.* 4*d.* 1*lb.*; ice-bags, check, 25*00d.* each.

DR. R. S. COPELAND, head of the New York Health Department, says the amount of heroin, morphine, and cocaine sold in 33 of the 2,567 chemists' stores in New York last month aggregated 2,638 oz. This extraordinary quantity sold by less than 2 per cent. of the total number of chemists' establishments, Dr. Copeland believes, indicates conclusively that the system of multiple prescriptions is adopted by the drug-takers.—*The Times*.

Legal Reports.

Claim against Chemists.—In the Shoreditch County Court, London, E., on January 23, before Judge Cluer, the hearing was resumed and concluded of the action by Arthur Thos. Kilbey, 35 Brunswick Road, Hackney Road, against Wm. Fox & Sons, Ltd., 109 Bethnal Green Road, chemists. Plaintiff's case was that he went to the defendants' premises to get a prescription dispensed and found the door closed. He pushed it, when the glass fell out on to his wrist, badly cutting it, and causing him to stay away from his work. He claimed 3*l.*, whilst the defendants counter-claimed for 1*l.* 10*s.*, the value of the glass, and the cost of putting a fresh piece in. For the defence evidence was called to the effect that the glass was of a good thickness, and that some force would be necessary to smash it; it could not have been done by a mere gentle push. Judge Graham said he was satisfied that the defendants had not contributed in any way to the accident, and his verdict would be for them on the claim, and he should also allow the counterclaim, with costs.

Delivery of Cod-liver Oil.—At the Bow County Court, on January 24, before his Honour Judge Graham, K.C., Stanleys (Stratford), Ltd., late Bee & Co., Stratford, sued John Willis, 72 High Street, Three Bridges, Sussex, to recover the value of 40 gallons of cod-liver oil, at 15*s.* a gallon. Mr. Wiles appeared for the plaintiffs. Mr. Nicholson stated that he was the agent of the plaintiffs, and took the order from the defendant in Redhill Market on October 14. At the time there was no mention of any special date for the delivery, it being understood that the oil would be despatched at the earliest possible moment in the ordinary routine of business. Defendant denied this, and said that the whole essence of the contract was that the oil was to be despatched within seven days or it would be useless to him. The clerk to the plaintiffs said he was present when the oil was sent off on November 8 direct to the defendant. Judge Graham asked what was the cause of the delay. Mr. Wiles said the whole cause of the trouble, which had nothing to do with the plaintiffs, was the transport difficulties. They received the order on October 16, and the oil was despatched just as soon as the railway company would accept it. Judge Graham said they were all prepared to make allowances for transport difficulties owing to the war, but there was three weeks' delay in sending this off from the plaintiffs' warehouse, which he considered was much too long, and that the defendant was entitled to reject it. There would have to be a verdict for the defendant.

Unstamped Medicines.—At Southend-on-Sea, on January 17, Arthur Muskett Yetts, York Road, was summoned for uttering, vending, and exposing for sale certain medicine without a licence; also for uttering, vending, and exposing for sale medicine liable to duty in a bottle which was not properly wrapped and stamped. It was stated for the Board of Customs that defendant described himself as a herbal specialist, and advertised that "Neuritina" destroyed influenza and restored health; he also advertised "Cancers and tumours destroyed; no operations required." A Customs officer wrote for a bottle of "Neuritina." The letter received in reply stated: "My Neuritina is for—1, cancer; 2, consumption; 3, neuritis; 4, influenza, etc. For the last complaints, 2, 3, and 4, it is 3*s.* an ounce, in 2, 4, 6, or 8 oz. bottles. If for cancer it is 5*l.* 5*s.* an ounce; for discharging cancer, 10*l.* 10*s.* the ounce. If the embrocation is required for influenza you will want a 2-oz. bottle, 5*d.* extra for postage." The Customs officer sent 6*s.* 5*d.* for a bottle "for influenza," and received an unstamped bottle, labelled "Neuritina for external application." The officer subsequently saw defendant, who said he discovered "Neuritina" after forty-three years' experiments with various kinds of seaweed and added other ingredients, such as camphorated oil and turpentine. He sold a large quantity. The Customs officer asked defendant why he did not take out a licence, and defendant said he was the son of a barrister, and as he avoided the use of the word "cure," and simply claimed that "Neuritina" destroyed cancer, etc., and had not patented the process, a licence was not required. He also said he did not think ten guineas an ounce was too much to charge, seeing that it took forty-three years' experimenting, and he spent a large amount of time on the seashore to find the particular kind of seaweed which he used as the basis of "Neuritina." Defendant said he had cured himself of cancer in the throat, and had cured a man at Leigh. He had given away the embrocation to

people who could not afford to buy it. He did not know a licence was required. A fine of 5*l.* was imposed in each case.

"Avoided" Trade Marks.—An application was made in the Patent Office Court on January 30 by Genatosan, Ltd., to revoke the Order made in 1916 by the Board of Trade avoiding the trade-marks 246,802 and 257,583, consisting of the word "Sanatogen." Mr. Kerly appeared for Genatosan, Ltd., and pointed out that, as the powers of the Comptroller were limited to the period of the war and six months after, it was necessary to make the application now. The Board of Trade have the power at any time, at their absolute discretion, to revoke any avoidance of a trade-mark. The mark sanatogen was originally registered by Bauer, and was then transferred to Wulff & Co., whose assets in this country were sold in 1917 by the Controller of Enemy Property to a syndicate—Genatosan, Ltd.—with which Lord Rhondda was connected. The conveyance included the goodwill of sanatogen and the benefit of all secret processes and formulæ. Genatosan, Ltd., proceeded to carry on the business as before, and he contended that "Sanatogen" means the product coming from the same sources as originally. Although it may be contended that at the time the Order was made the trade-mark, having being avoided, did not exist, he contended that the common-law rights in the mark persisted, and Genatosan, Ltd., might have applied for re-registration. He asked that the mark be allowed to resume the position as a trade-mark that existed in 1902, when it was registered. In reply to the Comptroller, Mr. Kerly said the position as regards owners of the mark in other countries is exactly as though the mark had been assigned to Genatosan, Ltd. Mr. R. McKenna, who appeared for Boots Pure Drug Co., Ltd., British Sanatogen Co., Ltd., the Drug Club, the Chemists' Supply Association, Casein, Ltd., John Lorimer, and Southall Bros. & Barclay, Ltd., said his clients have manufactured and sold sanatogen ever since the mark was avoided in 1916. A trade has been built up in the article named sanatogen. Mr. Lorimer has done an enormous trade in it. He pointed out that at the time the mark was avoided in 1916 Genatosan, Ltd., did not exist, so that they could not have bought the trade-mark as part of the goodwill. Moreover, sanatogen is made under patent 3,221 of 1893, which has expired, and since the expiry anyone can make it. Mr. McKenna offered to file evidence of user of the name sanatogen by his clients. Mr. Kerly replied, and mentioned that most of Mr. McKenna's clients had purchased sanatogen from Genatosan, Ltd.—Boots, Ltd., for example, had bought 10,000 lb. recently. The Comptroller said the decision of the Board of Trade would be promulgated in due course.

Saccharin Duty.—A dispute in reference to the payment of duty on saccharin came before Mr. Justice Bray in the King's Bench Division on January 22 and 23. The plaintiffs were the American Commerce Co., Ltd., St. Bride Street, London, E.C., and the defendants were Frederick Boehm, Ltd., Jewry Street, London. Plaintiffs' claim was for money paid by them, and on behalf of the defendants, to the Board of Customs and Excise for duty on saccharin—300*l.* The case for the plaintiffs was that in February 1913 they sold to the defendants 100 lb. of saccharin, to be shipped in February-March from New York to a British port at the price of 220*s.* per lb. c.i.f., duty paid. After the making of the agreement, and before the delivery of the goods, the Customs import duty on saccharin increased by 60*s.* per lb. The plaintiffs were compelled to pay the increased duty, which amounted to 300*l.*, and they contended that under and by virtue of the Finance Act, 1901, or alternatively at common law, they were entitled to recover this sum from the defendants in addition to the contract price. The defendants refused to pay this sum to the plaintiffs. Defendants said that by the terms of the sale-note delivery was to be by February-March shipment from New York, duty paid, but the delivery of the saccharin was postponed until the April shipment, arrival in Liverpool being about April 22, 1913, and the defendants contended that the postponement of the shipment until April, at the request of the plaintiffs, did not render the defendants liable in law for the increased duty, which took effect on or about April 23, 1913. The case was argued by Mr. H. M. Given, for the plaintiffs, and Mr. Alex. Neilson, for the defendants. His Lordship, in giving judgment for the plaintiffs, said the statute presupposed an obligation on the buyer to pay the duty, otherwise this difficulty could never have arisen; without an obligation to pay the duty there could not have been any obligation to pay increased duty. His Lordship read Section 10 (1) of the Finance Act, 1901, and said that as it was a c.i.f. contract there would have been no obligation on the vendors to pay any duty at all in the absence

of the special provision that the sale was to be duty paid. Mr. Neilson had contended that those words meant that both the old duty and the new duty should be borne by the sellers, but he could not accept that contention. The case was one, in his opinion, to which the section directly applied, and the words "duty paid" did not constitute an agreement to the contrary within the meaning of the section. As to the point that the time for performance was extended by agreement, there was in law a new agreement. That was made on April 2, and the date for fixing the amount of duty payable would therefore be that day. But the increased duty did not come into force until April 23, so the fact that the time had been extended would not help the defendants. The defendants should have protected themselves by expressly providing that the sellers must pay any increased duty which might be imposed, and as they had not done so the plaintiffs must have the benefit of the statute, and would have judgment, with costs. Stay of execution for fourteen days was given with a view to appeal.

Venereal Disease Act.—In the case at the Lambeth Police Court on January 23, in which William Walter Banbury (73), chemist and druggist, manager to Douglas & Co., Ltd., 75 Newington Butts, London, S.E., was summoned for offences under the Venereal Disease Act, 1917 (*C. & D.*, January 25, p. 35), several statements were made relating to treatment that was in common practice before the Act was passed, and also to the enforcement of the Act. Mr. H. G. Muskett, prosecuting on behalf of the Commissioner of Police, said the Act had certainly not been put into effect save in a very few instances in London since it was passed. The defendant was summoned under Section 1, which prohibited any other than a duly qualified medical practitioner from treating, prescribing for, or giving any advice in respect to venereal disease. By Order of the Local Government Board, London was an area in which the Act was in operation. Mr. Percy Robinson, representing the defendant, pleaded guilty to one summons. Mr. Muskett said he was willing to accept that plea and to withdraw the other summonses. The principal object of the proceedings was to let people know that this legislation was to be enforced by the authorities. Defendant had been for many years a qualified chemist, and was employed as manager of a chemist's shop at Newington Butts. In December the military authorities communicated certain facts to the Commissioner of Police. Investigations were made, and it was found that in the early part of last September a soldier sought the advice of the defendant, who prescribed for and gave him advice. The soldier visited defendant on a number of occasions extending over a period of something like nine weeks. The man's condition got worse, and then defendant advised him to report to his medical officer. Mr. Percy Robinson, for the defence, stated that prior to the passing of the Act it was a common practice for qualified chemists, and even for those who had no qualifications whatever, to provide remedies for venereal disease. At present the difficulty experienced by a chemist was that of having a happy medium by which to know when he was supplying goods in his capacity as chemist or was advising a customer to have this or that capsule or other remedy, without prescribing for or treating a specific trouble and thereby encroaching on the province of the qualified medical man. Defendant, who was seventy-three years of age, had managed the shop at Newington Butts for eleven years. There had never been a complaint of any sort or kind made against him. In this case his employer had treated him with exceeding harshness and refused to assist defendant in any shape or form, stating that it was defendant's own fault that he was in trouble. The main object of the present case had been to secure publicity of the fact that only qualified medical men could prescribe for or treat venereal disease, and that if qualified chemists or others did so they would be subject to a very heavy penalty. That object having been achieved, he submitted that in view of the fact that defendant had borne an irreproachable character, a mitigated penalty would meet the merits of the case. The Stipendiary (Mr. W. H. Leicester) said that before he could decide what penalty to impose he should like to know what defendant's means were. Mr. Robinson stated that defendant's salary was 50s. a week with apartments rent free. The Stipendiary said that in a case of a quack doctor charged with a similar offence imprisonment would be the only suitable penalty. Considering defendant's advanced age, that he was not an entirely unskilled person, and that he had been doing what no one a few years ago could complain of his doing, he would refrain from imposing the maximum penalty of 100%. There was only one offence, but he had to remember that defendant had been doing that sort of thing habitually and continually for some time. The fine would be 45s., with 5s. costs, payable in six weeks.

Cape Province Pharmacy Board.

A GENERAL MEETING of the Cape Province Pharmacy Board was held in the Board Room, Cape Town, on August 8. There were present Mr. A. Walsh (in the chair), Dr. A. H. Petersen, Messrs. J. Parry, G. Darroll, A. H. Mathew, and the Secretary. The balance-sheet for the financial year ended June 30, 1918, was adopted. A letter from the District Commandant, S.A. Police, Cape Town, regarding the complaint against two Cape Town chemists as to their selling ant poison without making the requisite entries in their poison-books, was read. The reply, to the effect that the Public Prosecutor has decided not to prosecute in the matter, as the chemists concerned have promised to comply with the legal requirements in this connection, was recorded.—A letter from the medical officer of health for the Union, asking again for information as to whether a general dealer may sell infants' preservative, chlorodyne, and lysol, was read. It was resolved to reply that, while the Board is always ready to answer any questions relating to the technical side of pharmacy, it does not regard the answering of questions of a legal character as falling within the scope of its functions, and suggests that the questions now addressed to the Board should more suitably be placed before the Government's own legal advisers.—Two letters were read from the Transvaal Pharmacy Board asking the Board to reconsider its resolution with a view to including in the proposed reciprocal agreement those chemists and druggists who prior to the coming into effect of the Transvaal Medical, Dental, and Pharmacy Ordinance of 1904 had passed examinations in the Transvaal, and were accordingly registered. A letter from the medical officer of health for the Union, referring to the same matter and stating that the Board's resolution is not being submitted to the Governor-General in the meantime, was also read. Upon the motion of Mr. Darroll, seconded by Mr. Parry, it was resolved to reply to the Transvaal Board stating that the proposal from the first has referred only to those chemists and druggists registered upon the respective examination certificates of the Transvaal and the Cape Boards, and it is considered that, in view of other similar arrangements being brought forward, it would be unwise for this Board to depart from the principle which it has so far consistently adhered to, and to add that it is hoped the Transvaal Board will not press the point, but accept the arrangement on the basis which was originally proposed.—In regard to the new University regulations, the matter was discussed in its bearing upon the Board's regulations respecting the preliminary educational certificates required of candidates for the Chemists' and Druggists' examination. It was resolved that a letter be written to the Cape Town University asking for a copy of the syllabus for the Junior Certificate examinations for the year 1919.—A letter was read from the Attorney-General, Cape Town, stating that sufficient evidence could not be secured to institute proceedings against a certain Adderley Street firm of general dealers, and that some of the articles mentioned—*e.g.*, aspirin—are not actually sold by the company. It was resolved that in view of recent advertisements by the same firm, and the fact that aspirin is known to be actually sold, the Secretary should take any steps necessary which will assist in action being taken against the firm.—The reply of the medical officer of health for the Union to the representations made in terms of a previous resolution, saying that no provision exists for payment to the members of the Board for their services, was read. It was resolved to draw the Government's attention to the exceptionally economical manner in which the Board has been run as revealed by the balance-sheet, and to say that as it appears that the Transvaal Pharmacy Board is authorised to pay the examiners who conduct the Chemists' and Druggists' examination, similar authority might be given to this Board, and that the scale of travelling allowance—*viz.*, 15s. per diem—might be increased to that of the Transvaal—*viz.*, 17. per diem.—Applications for registration by Mr. C. J. W. McArthur and Mr. Alex. Barr were approved.—A letter was read from the Hon. Secretary of the local branch of the British Medical Association suggesting an arrangement whereby all the learned societies of the area should have joint premises with a joint Secretary and Librarian. It was resolved to reply saying that as the Board is practically a Government institution it is not able at the present time to enter into any fresh arrangements in regard to the premises which the Government provides for it.

MR. JAMES BUCKLE, chemist, 90 Newbiggin, Malton, who died on November 5, left estate valued at 6,449l. 4s. 7d. gross, with net personality 5,898l. 10s. 6d.

Company News.

T. & H. SMITH, LTD.—The report of the directors states that the balance at credit of profit and loss account as at September 30, 1918, after deducting interim dividends on the preference and ordinary shares, and setting aside various sums in terms of Article 120 of the articles of association, and including the balance of 1,447*l.* 12*s.* 11*d.* brought forward, is 18,290*l.* 5*s.* 7*d.*, which the directors recommend should be applied in paying the dividend on the preference shares in respect of the half-year to September 30, 1918, 1,625*l.*; in paying a final dividend for the year of 10 per cent. on the ordinary shares, free of tax, 6,500*l.*; in setting aside a bonus, 3,000*l.*; in placing to general reserve fund (making the sum at credit of that fund 40,000*l.*), 5,000*l.*; leaving a balance of 2,165*l.* 5*s.* 7*d.* to be carried forward.

G. B. KENT & SONS, LTD.—The report of the directors for the year ended September 30, 1918, states that, after allowing for bad and doubtful debts, depreciation, etc., there is a balance of profit of 17,002*l.* 10*s.* 10*d.*, to which have to be added the balance brought forward from the previous year and the transfer-fees. On the other hand, there are to be deducted interest on mortgages and loans, income-tax, and directors' fees, also interim dividend on the preference shares duly paid, leaving a balance of 15,227*l.* 19*s.* 11*d.* for distribution. The directors are pleased to say that the sales constitute a record, and that the business of the three months since October 1, 1918, shows an additional improvement on the corresponding period of 1917. The Board have paid the usual half-yearly dividend on the preference shares, (placed 1,500*l.* to reserve, and, after paying the life directors' fees (2,100*l.*), recommend a dividend of 10 per cent. on the ordinary shares, thus absorbing 9,875*l.* and leaving 5,352*l.* 19*s.* 11*d.* to be carried forward.

CAMWAL, LTD.—The annual report of the directors for the year ended September 30, 1918, states that the net profit is 3,671*l.* 4*s.* 11*d.*, which, with the amount of 2,070*l.* 16*s.* 11*d.* brought forward from last year, makes a total of 5,742*l.* 1*s.* 10*d.*, out of which they recommend the payment of 10 per cent. on the cumulative preference shares, leaving 5 per cent. due on these shares to September 30, 1918. This will leave the sum of 795*l.* 19*s.* 10*d.* to be carried forward. In view of the many difficulties of the past year owing to staff shortage, heavy increase in cost of all materials, bottles, cases, wages, etc., the directors feel that they have every reason to congratulate the shareholders on being in a position to recommend the payment of 10 per cent. on the cumulative preference shares. The continued restriction on sugar supplies has seriously curtailed the company's output. Aquaparia continues to grow in popularity, and the directors hope that their many chemist-shareholders will assist by giving window-shows. Mr. H. T. Butler has been elected to a seat on the board. Mr. H. Kemp and Mr. Horace Davenport retire from the Board of Directors, but offer themselves for re-election.

PARKE'S DRUG STORES, LTD.—The report of the directors for the year ended September 30, 1918, states that during the period under review a business was acquired at Sutton, Surrey, and the board have pleasure in reporting that it is progressing satisfactorily. The sum of 433*l.* 10*s.* 2*d.* required for the depreciation of leases has been met as usual out of revenue, as well as 1,118*l.* 8*s.* 6*d.* expended on repairs and renewals. The directors have appropriated out of the profits of the year 426*l.* 3*s.* to the fixture depreciation and reserve fund, and have also added the sum of 900*l.* to the stock reserve fund. After allowing for the above, the available net balance amounted to 11,548*l.* 4*s.* 5*d.*, out of which has been paid the interim dividend on the preference shares at the rate of 6 per cent. per annum, less income tax, and the interim dividend on ordinary shares at the same rate, free of income-tax. The balance remaining is 9,340*l.* 3*s.* 2*d.*, and from this the final dividend on preference shares for the year, amounting to 1,190*l.* 16*s.* 5*d.*, was paid on October 20 last; and it is now recommended that a final dividend of 7 per cent., free of income-tax, be paid on the ordinary shares for the half-year, making, with the interim dividend of 3 per cent. already paid, 10 per cent. free of income-tax for the year, and that a sum of 1,000*l.* be transferred to the general reserve fund, leaving a balance of 3,758*l.* 10*s.* 11*d.* to be carried forward, out of which provision has to be made for the excess profits duty. Upon passing the present accounts and the adoption of the report the reserve funds will stand at 20,134*l.* 4*s.* 1*d.*

THE ITALIAN commercial paper "Sole" learns that the Italian Government has concluded an arrangement with the United States for the supply of medicinal products. A shipment of quinine from Great Britain is expected shortly.

Relaxation of Export and Import Prohibitions.

The following alterations in the existing prohibitions of export have been made by the Board of Trade since our last published list (*C. & D.*, January 25, p. 49):

Headings Transferred from One List to Another.

From "A" to "C" lists: Carbon, coke-oven; carbon, gas; carbon, pitch; oil of cedarwood; oil of peppermint; oil of sassafras; ajowan seeds; areca nuts (betel nuts); benzol and its compounds and preparations; cantharides; dimethylaniline; hydroquinone and mixtures containing hydroquinone; jalap; meta-cresol; methylaniline; para-cresol; paraffin, liquid medicinal; squills. From "B" to "C": Cadmium, alloys of cadmium and cadmium ore; ferro-cerium; fustic (chips and extracts); oil, sandalwood; salt (other than rock salt, which is already on List "C"); sandalwood for medicinal purposes.

Headings Altered.

Delete.	Substitute.
(A) Bromine and alkaline bromides.	(A) Bromine. (A) Hydrobromic acid. (C) Bromides not otherwise specifically prohibited.
(A) Lead ore.	
(A) Lead, lead alloys, and manufactures of lead or of lead alloys.	(A) Lead, dry white.
(A) Lead compounds and mixtures containing lead compounds.	(C) Lead in all forms not otherwise prohibited.
(A) Manures, compound.	(A) Manures, compound, containing either sulphate of ammonia, superphosphate of lime, or potash. (C) Manures, compound, not otherwise prohibited.
(B) Molybdenum and molybdenite.	(B) Molybdenum filament. (C) Molybdenum and molybdenite, except molybdenum filament.
(B) Cutch and extracts thereof.	(A) Quebracho extract, and extracts containing quebracho.
(A) Gambier and extracts thereof.	(A) Liquid chestnut extract.
(A) Tanning materials and substances for use in tanning.	(C) Tanning materials not otherwise prohibited.

Import Prohibitions.

Temporary general licences which have been issued since the armistice, and which were announced as being terminable on March 1, will be withdrawn from that date for the following: Fatty acids; methyl alcohol; perfumery and toilet preparations; photographic apparatus; soap. The following will be continued until July 1, 1919: Aërated mineral and table waters (unsweetened); almonds; cocoa (raw); coffee; gum copal; gum kauri; cassia lignea; pimento.

General Licences Issued.

The Director of the War Trade Department announces that an open general licence has been issued for kava-kava resin and scammony resin, permitting the exportation to all destinations except European or Asiatic Russia, and other foreign destinations in Europe, or on the Mediterranean Sea (other than France and French Possessions, Italy and Italian Possessions, Belgium, Portugal, Spain, Greece, Morocco, Palestine, and Syria as far north as a line from Alexandretta to Aleppo inclusive, and as far east as the Hejaz railway inclusive).

Wills.

MR. SAMUEL WALMSLEY, chemist and druggist, Beaufort Road, Kingston-on-Thames, who died on November 18 intestate, left estate valued at 191*l.* 12*s.* 2*d.* gross.

MR. CHRISTOPHER JOSEPH WHITTAKER, Roefield, Clitheroe, chairman of the United Indigo and Chemical Co., Ltd., Manchester, and of C. Whittaker & Co., Ltd., Accrington, who died on July 17, left estate valued at 22,633*l.* 6*s.* 10*d.* gross, with net personalty 14,077*l.* 0*s.* 5*d.*

MR. ANDREW WYBRANT PENROSE, chemist and druggist, 12 Greville Place, Maida Vale, London, W., chairman of A. W. Penrose & Co., Ltd., Farringdon Road, London, who died on October 19, left estate of the gross value of 21,204*l.* 15*s.* 8*d.*, with net personalty 20,803*l.* 2*s.* 8*d.*

Births.

BRADBURY.—At 114 Wolverhampton Road, Stafford, on January 29, the wife of Jas. A. Bradbury (Forebridge Drug Stores), of a daughter.

PICKLES.—At Courthill, Dalry, Ayrshire, on January 20, the wife of Charles Pickles, chemist and druggist, of a son.

Marriage.

KENNEDY—O'SULLIVAN.—At the Cathedral, Cork, on January 16, by Rev. Canon Michael O'Sullivan and the Rev. Father Mathew, O.F.M., Michael Kennedy, L.P.S.I., Castlenahon, co. Limerick, to Eileen Teresa (Nell) O'Sullivan, Bromelough, Listowel, co. Kerry.

Deaths.

COWIE.—At 3 Chapel Street, Turriff, on January 19, Mary McConnaachie, widow of the late Mr. Peter Cowie, chemist, Upper Largo, Fife.

McGONIGAL.—At "Duleek," Fingask Street, Dundee, on January 22, Miss Eliza Low Calvert McGonigal, pharmacist, aged twenty-two. Miss McGonigal, who qualified in April 1918, had been a student at the Royal Dispensary and School of Pharmacy, Edinburgh. She was a sister of Mr. G. Calvert McGonigal, pharmacist, Carnoustie.

PICKERING.—At Royston, Barnsley, on January 25, Mr. George Alfred Pickering, chemist and druggist, senior partner in the firm of G. A. Pickering & Son, chemists, Royston. Mr. Pickering was in business before August 1, 1868, and was a registered dentist.

SAWYER.—At his residence, Haseley Hall, Hatton, Warwick, on January 27, Sir James Sawyer, M.D., aged seventy-four. Sir James Sawyer received his early education in Birmingham. After qualifying as M.R.C.S. in 1866 and L.B.Lond. in 1867, he was appointed resident physician and medical tutor at the Queen's Hospital, Birmingham. In 1871 he resigned on beginning private practice, and two years later took the London M.D. Returning subsequently to the Queen's Hospital, he was senior physician there for twenty-two years, and afterwards consulting physician. Sir James Sawyer held a number of other appointments. He took a prominent part in Birmingham politics as a Conservative. In 1883 he was elected a Fellow of the Royal College of Physicians. In 1885 he was knighted. He was a voluminous writer on medical subjects, the best known of his works being "Contributions to Practical Medicine" which passed through five editions), "Coprostasis," and "Insomnia." At his home he had a garden devoted exclusively to the cultivation of English medicinal plants. In 1908 he lectured before the Midland Pharmaceutical Association on "Ancient Apothecaries' Symbols" (*C. & D.*, I., 1908, p. 340), prefacing his subject with some observations on the functions of medicine and pharmacy. A facsimile of one of his prescriptions appeared in *THE CHEMIST AND DRUGGIST* of March 18, 1911 (Supplement), and created much interest on account of the presence of the unusual prescription-ingredient "usquebagh." Sir James Sawyer was a believer in old remedies, and had a weakness for oleum quailæ, oleum chartæ, and other curiosities. His prescriptions not infrequently contained such obscurities as "tinot. at. cal.," and he was one of the diminishing number of physicians who can write long directions in accurate Latin. The lavish use of tincture of iodine was another outstanding feature of an extensive practice in which his personality inspired and retained the confidence of his patients. He is survived by a widow, two sons, and two daughters.

WALLWORK.—On January 20, Jane, the beloved wife of Mr. Joseph Wallwork, Ph.C., Tyldsley, aged seventy.

Died on Service.

MADDOX.—Private W. R. Maddox, Welsh Regiment, has been posted as missing, believed killed on September 18, 1918. Private Maddox, who served his apprenticeship in pharmacy with Chave & Jackson, Ltd., Hereford, was serving with the Salonika Forces.

THOMAS.—Private W. E. Thomas, Cheshire Regiment, reported missing in France since March 24, 1918, is now believed to have been killed on that date. In civil life private Thomas was an assistant with his brother, Mr. W. Brynys Thomas, chemist and druggist, Gorseinon.

Personalities.

MR. L. FRICKER, chemist and druggist, Corsham, has returned to his business after serving in the Army for three and a-half years.

MR. J. J. BOOTH (Booth & Co., wholesale druggists, Idle, Bradford) has been re-elected a Vice-President of the Bradford Chamber of Trade.

MR. EDWARD A. PRATT, The Broad Green Pharmacy, London Road, West Croydon, has been elected captain of the Wandale Park Bowling Club, Croydon.

MAJOR FREDERICK B. WINFIELD, R.A.M.C., eldest son of Mr. George F. Winfield, pharmacist, Solihull, has been mentioned in despatches for the second time.

MR. WILLIAM WOOLLEY, J.P. (Woolley & Co., manufacturing chemists, Blackburn), has been appointed President of the North-East Lancashire Federation of Free Churches.

PIONEER F. G. PALLEY, R.E., has been spending a few days' leave in Wales, where he is well known in his civilian capacity as representing Southall Bros. & Barclay, Ltd., Birmingham.

CAPTAIN H. DUNCAN CUMMING, Lancashire Fusiliers, has been awarded a bar to the Military Cross. Captain Cumming is the son of Mr. John Cumming, chemist and druggist, Victoria Street, Crewe.

SERGEANT T. PATERSON, R.A.M.C., has been awarded the French Croix de Guerre. Sergeant Paterson served his apprenticeship in pharmacy with Mr. G. W. Findlay, chemist and druggist, Cullen, Banffshire.

SERGEANT ERNEST R. GILBERT (of the head-office staff of Burroughs Wellcome & Co.), now serving in Mesopotamia, has been awarded the Distinguished Conduct Medal in recognition of his services during the advance on Mosul.

MR. ANDREW CHAPMAN (representing Zenobia, Ltd.) has resumed his journeys, beginning in Liverpool, in consequence of demobilisation. Mr. Chapman joined the Colours in 1917, and during his absence Mrs. Chapman has undertaken his round with gratifying success.

CAPTAIN HAROLD ARNFIELD, Ph.C., has been discharged from the Army on account of wounds, and has again taken up his position as a director of J. C. Arnfield & Sons, Ltd., manufacturing chemists, Stockport. It may be remembered that Captain Arnfield was severely wounded last August (*C. & D.*, 1918, p. 661).

MR. ALFRED E. STONER was on January 27, at the annual district meeting of the South London District of the Manchester Unity Independent Order of Oddfellows, elected and installed Provincial Grand Master of South London. Mr. Stoner is a native of Birmingham, and served his apprenticeship there with Mr. T. L. Reeve, chemist and druggist. He has been connected with Gale & Co., Ltd., manufacturing chemists, Bouverie Street, London, E.C., for over twenty-seven years.

MR. NORMAN RIVETT, son of Mr. A. J. Rivett, chemist, Wynberg, Cape Town, has lately been on a visit to his uncle, Mr. John Pike, chemist and druggist, Sherwood, Nottingham. Mr. Rivett was for some time a prisoner of war in Germany (*C. & D.*, 1916, p. 920), and but for parcels of food from England would, like many others, have starved. He made two unsuccessful attempts to escape. Eventually he was sent back *via* Holland, and is now awaiting an opportunity of returning to the Cape.

MR. ALFRED HIGGS, chemist and druggist, who has been a Justice of the Peace at Kingston-on-Thames for the past twenty-three years, and was also appointed by the Lord Chancellor to adjudicate in lunacy cases, has been elected Chairman of the Kingston Borough Licensing Justices. Mr. Higgs has, in addition, been elected a member of the Licensing Committee for the County of Surrey, set up to adjudicate on redundant licences in conformity with the Licensing Act of 1904.

A PARTNERSHIP has been entered into between Mr. Robby Gardner, chemist and druggist, and Mr. Douglas J. Weddell, chemist and druggist. Mr. Gardner served his apprenticeship with Mr. R. Gardner, chemist and druggist, Gateshead, and after qualifying was for some time with T. Jones & Co., Putney, and subsequently for four years with Mr. E. Speechley, chemist, etc., Karachi, India. Returning home, he took over the business in which his apprenticeship was served. Mr. Douglas J. Weddell, who is a nephew of the late Mr. George Weddell, chemist and druggist, commenced his apprenticeship with Mawson, Swan & Weddell, Newcastle-on-Tyne, in 1900. With the exception of a few months spent in preparation for examinations, he has been continuously with the firm—now amalgamated with Proctor, Son & Clague under the style of Mawson & Proctor, Ltd.

British Pharmaceutical Conference.

A MEETING of the Executive Committee of the British Pharmaceutical Conference was held at 16 Bloomsbury Square, London, W.C., on January 16, the President (Mr. William Kirkby) in the chair. There were also present Mr. W. L. Currie (Vice-President), Messrs. H. Deane, C. H. Hampshire, F. W. Crossley-Holland, H. Humphreys Jones (Hon. Local Secretary for Liverpool), Mr. D. Lloyd Howard (Hon. Treasurer), with Captain H. Finnermore and Mr. R. R. Bennett (Hon. Secretaries).

DEATHS.

The following members of the Conference have died since the last meeting of the Executive Committee:

Sir William Baxter, of Coleraine; elected in 1885; member of Local Committee when the Conference visited Belfast in 1898; Vice-President of the Conference from 1912 to 1914.

Captain B. McDonald Brander, of London; elected in 1914. Died on active service.

Lt.-Col. E. F. Harrison, C.M.G., of London; elected in 1893; member of Executive Committee from 1907; Vice-President from 1914 to 1918. Died on active service.

Mr. S. Hewitt, of Ashton-under-Lyne; elected in 1907.

Mr. W. L. Howie, of London; elected in 1874; auditor from 1916 to 1918.

Mr. J. Phillips, J.P., of Wigan; elected in 1868.

PLACE OF MEETING FOR 1919.

Mr. Humphreys Jones informed the Executive that, at a meeting of the Council of the Liverpool Chemists' Association, it had been decided that in view of the difficulties connected with railway fares, hotel accommodation, the shortage of assistants, and difficulties as to local contributions to the Science Section, justice could not be done either to the social or the scientific side of the Conference meeting. It was, therefore, with great reluctance that the Liverpool chemists asked the Executive to postpone the visit of the Conference until 1920. Captain Finnermore read a letter from Mr. G. Whitfield expressing very similar views with regard to visiting Scarborough. These difficulties were appreciated by the Executive, although it was generally felt that the Conference should lose as little time as possible in resuming its normal activities. On the motion of Mr. F. W. Crossley-Holland, seconded by Mr. D. Lloyd Howard, it was decided to hold the annual meeting this year in London. A Committee consisting of the London members of the Executive was appointed to consider the arrangements that would be necessary. Mr. Bennett thought that sufficient papers would be available for two full sessions, and the President intimated that he would be quite willing that the Presidential Address should be discussed. The arrangements for such social functions as could conveniently be held were left to the Committee. It was suggested that it would be interesting to arrange an exhibition of fine chemicals and pharmaceutical products. The President of the Pharmaceutical Society (Mr. W. L. Currie) offered the use of the Society's premises at Bloomsbury Square for this purpose and for the sessional meetings.

TREASURER'S ANNUAL REPORT.

The Hon. Treasurer (Mr. D. Lloyd Howard), in submitting his annual report, showed that, against a credit balance of 44l. at the end of 1917, there was a deficit of 108l. at the end of 1918. The greatly increased cost of publishing the Year Book was responsible for the loss on the year's working. Mr. Howard made various suggestions for increasing the revenue of the Conference, the general feeling being that it is very undesirable to curtail the scope of the Year Book. The report was adopted, subject to audit, and it was arranged that the accounts should be printed and distributed to members of the Conference. A Sub-Committee consisting of the Hon. Treasurer, Messrs. J. O. Braithwaite, F. W. Crossley-Holland, F. W. Gamble, and the Hon. Secretaries was appointed to consider the financial position of the Conference and to report to the next meeting of the Executive.

NEW MEMBERS.

The following were elected:

Messrs. F. J. R. Bennett, of Liscard; T. L. Harrison, of Hull; E. Hindle, of Hull; J. Oliver, of Hull; A. S. Snowden, of Hull. Professor Henry Kraemer, Professor of Pharmacy, Michigan College of Pharmacy, Ann Arbor, was elected an Honorary Member.

Mr. F. C. J. Bird was co-opted to fill the vacancy as auditor created by the death of Mr. W. L. Howie.

Trade Notes.

KER-NAK ADVERTISING.—C. E. Fulford, Ltd., Carlton Hill, Leeds, give particulars of an advertising scheme for Ker-nak Pills, their new proprietary article. A figure called the "Ker-nak Boy" is lent for two weeks' window-show.

SOUTH AMERICAN TRADE.—Those who desire to extend their business to South America, especially in proprietary articles, should note the advertisement in this issue of Harrison, Saunders & Co., Ltd., 80 Gracechurch Street, London, E.C. 2.

ELECTRIC SPECIALITIES.—The British Ever-Ready Co., Ltd., Hercules Place, Holloway, London, N. 7, have issued a new catalogue of their electric specialities for 1919. It contains particulars of many articles which chemists can sell if they cultivate the electric side-line.

VIOLIV ICE.—This preparation was referred to recently in this column, and in the advertising columns of this issue will be found a special bonus offer. Three dozen packages are given free with each gross of Violiv Ice. The makers are the Violiv Manufacturing Co., 26 Haymarket Terrace, Edinburgh.

COD-LIVER OIL JELLY.—Meggeson & Co., Ltd., New Church Street, Bermondsey, London, S.E. 16, send us a sample of a special form of cod-liver oil jelly containing glycerophosphates. It is in the form of a pink opaque jelly, and is so flavoured that the cod-liver oil is perfectly disguised. It sells retail at 2s. 9d. per bottle.

SHUREKURE CHILBLAIN PENCIL.—R. H. Allen & Co., manufacturing chemists, 112/122 Wells Road, Sydenham, London S.E. 26, are making a special offer to chemists in regard to the "Shurekure" chilblain pencils. Chemists who have not already received the information are invited to apply to the firm for particulars.

TERPENELESS OILS.—Holland's Distillery, Ltd., Lavington Street, Southwark, London, S.E. 1, are specialists in British made terpeneless essential oils. The list is given in the company's advertisement. It is an interesting development in the trade in terpeneless oils, which up till the beginning of the war were largely in the hands of enemy firms. We hope this is a permanent addition to British industries.

PHOTOGRAPHIC PRICES.—Houghtons, Ltd., announce that in future all invoices for "Ensign" roll films will be included in the general account, which is subject to 2½ per cent. monthly settlement discount, instead of being included in the plate and paper column of the statement. It is also announced that the 25 per cent. advance on photographic mounts which came into force on October 1, 1918 has been withdrawn.

"EVANS' JOURNAL" for January (Evans Sons Lescher & Webb, Ltd., Liverpool and London) contains further instalments of the articles on bacteriological technique (with coloured plate), hormones, and the cancer problem. Other features are articles on "The Organisms of the Sputum in Cases of Influenza" and "Some Forms of Food Poisoning." Copies of the Journal are sent to any pharmacist on application.

"BELL'S MONTHLY NOTES."—The January number marks a renewal of the business activities of John Bell, Hills & Lucas, Ltd., Oxford Works, Tower Bridge Road, London S.E. 1, who during the war have been engaged in war-work—notably the manufacture of scores of millions of gas respirators. Now travellers for the company are again on the road, and the changing-over is complete. Packed goods of all kinds are to be supplied as time-savers for the busy pharmacist.

ASPIRIN TABLETS.—Arthur H. Cox & Co., Ltd., manufacturing chemists, Brighton, send us samples of the aspirin tablets they manufacture from British aspirin which fulfil the tests of the British Pharmacopoeia, 1914. The tablets disintegrate readily when placed in water, so that there is every assurance that the drug will be presented to the stomach in the proper form. The tablets are packed in bottles or tubes—English or Continental style—each form being enclosed in a tastefully designed carton.

Information Department.

INFORMATION WANTED.

34/68. "La Martin's" baby powder	38/52. "Levasco" 8/5. "Aeraum," consumption remedy
34/46. "Exaline" medicine for dogs	36/25. "Linsced Linctus" makers
32/68. Paquin's (Dr.) drink cure	38/63. "Tincture of Baw-choe"
36/7. Effervescent iron and arsenic (Young & Poston's)	32/72. Antipsal ointment for the eyes (Patent No. 25804 1910)
35/3. Benzoin gladima; supply	
36/67. "Westminster" inhaler	

Observations and Reflections.

By Xrayser II.

The Pharmacy Acts,

we are told, may possibly be amended very soon without the initiative of the Pharmaceutical Society. The illicit sale of poisons, such as cocaine and opium, is to be brought before Parliament in the coming session, and it may be that the existing Acts will be found to be an insufficient safeguard. The direction the anticipated legislation is expected to take is indicated in the suggestion that the police are so over-burdened with work of other kinds that the application of legal restrictions on the sale of poisons must be in other hands than theirs. Whatever may be intended it is clear that the Pharmaceutical Society ought to be on the alert, and it should be possible, if any amendment of our legal position is really desired by our leaders, to seize this opportunity of effecting it. The difficulties in the way of reorganisation on a really democratic basis might thus be met—that is, if there is any desire to meet them. We have several times gone to Parliament in search of wool and have come back shorn; perhaps we might now reverse the usual order and get a little advantage for ourselves out of the public necessity.

A Chinese Proverb

quoted by Mr. Gilmour in his address at Glasgow—"The druggist should have two eyes, the doctor one, but the patient should be blind"—may be susceptible of more than one interpretation, but as applied to present conditions here its most obvious meaning would seem to be that the druggist must have one eye for his business interests and one for his professional duty, while the doctor should regard the latter only, and the patient leave himself passively in his doctor's hands. Certainly the British pharmacist needs two eyes, and to keep both of them wide open, and the proverb so interpreted has distinct value as a guide to the consideration of the pros and cons of State protection for pharmacy, which was Mr. Gilmour's subject. For if pharmacy is to be so "protected" or regulated by the State as we are told is likely under the forthcoming Ministry of Health, the result will be not only, as Mr. Gilmour says, inimical to pharmaceutical progress, but a serious limitation of the individual pharmacist's activities and freedom in the conduct of his business. If it does not altogether close one of his eyes, or do away with the necessity for it, his range of vision will be very seriously curtailed. We shall be rather State employés than men in business, and such independent activity, as is left to us will not offer much prospect of financial profit.

Mr. Hines's Address

at Liverpool was mainly a vigorous philippic against Mr. Glyn-Jones, and as such was rather denunciatory than argumentative. It is no answer to a man to say that he is inconsistent with his former self, for he may honestly think that he has come to a better mind. I don't think Mr. Glyn-Jones has, but he may, and quite possibly his present advocacy of the Society may not be consciously influenced by the fact that he is its official mouthpiece. Still, we are all liable to self-deception, and whatever may be Mr. Glyn-Jones's case we should welcome a healthy breeze from York, than which nothing is more likely to clear our minds of cant. And sheer cant it is, whether we realise it or not, to talk about "unity" as some of us, our Secretary among them, are doing. There may be unity of spirit where there is differentiation of function, and that not merely by devolution but with formally independent bodies. A little infusion of Mr. Hines's robust good sense ought to be enough to dispose of the bogey of disunion.

Cod-liver Oil

used to come chiefly or altogether from Newfoundland, and I am surprised that the difficulty of getting it from Norway has not led to the more complete revival of the trade with our own dependency. Surely this is a case in which the principle of making the British Empire suffice as far as possible for its own wants is easily

applicable. Introduced in 1783 as a remedy for chronic rheumatism, the oil did not come into use in consumption till the middle of last century, and was not yet official when I entered the trade in 1862. It was then known as *oleum jecoris aselli*, but was included in the B.P. in 1864 under the name *oleum morrhue*, without any reference to its geographical source. I seem to remember some difficulty in persuading customers that the Norwegian oil, when it made its appearance, was as good as that from Newfoundland.

Mr. Greenfield's Letter

does not meet the point of my note on the Pharmacy Workers' Union. There are chemists and chemists, and all who are assistants to chemists are not pharmacy workers. The point is, of course, to some extent an academic one, but it is not altogether negligible. If it is desirable to have a legal definition of "chemist," such as the Pharmacy Acts supply, it is almost equally so to have one of "chemist's assistant." This would among other advantages strengthen our hold of our statutory title, and it would, as I said before, give the assistant himself a certain status.

Real Education.

says Dr. John Adams, in his admirable little book, "The Student's Guide" (University of London Press, 3s. 6d. net), is always self-education: "The progress of a really good pupil is a process of gradually eliminating the need for an external educator, and the true teacher attains his highest end by making himself no longer necessary"; as educator he has succeeded only when his occupation is gone. This idea, which is the key-note of the book, is explained, developed, illustrated, and applied throughout its 300 pages, in a manner as interesting to the general reader as it is important to the actual student. Plans and modes of study, the manipulation of the memory, the relations of study and thought, the value of reading, of text-books, of lectures and note-taking, and of constructive study, as in translation and essay-writing, are dealt with in turn with admirable wisdom and in a style that compels attention, and finally there is a chapter on examinations and how to prepare for them. The writer takes a bold stand with regard to memory. He holds the opinion that the natural, or, as he puts it, the "brute memory," cannot, strictly speaking, be improved, though it may be impaired by neglect or sickness. Very much may, however, be done to increase its efficiency in relation to study, and the various ways in which this may be effected, and their applicability to different kinds of memory, are discussed in a chapter of particular interest and value.

Examinations,

says Dr. Adams, are frequently undervalued, and their use is often misunderstood. It is a mistake to regard them merely as tests. Even as tests, though they are not perfect, they are probably as efficient, when properly conducted, as any ready substitute that can be devised. Competitive examinations, in which the one aim of the examinee is to "squeeze as many marks as possible out of the examiner," are indeed open to the very gravest objection; when the passing of an examination, and not the study itself, is put in the first place, the whole business is one, not of education but of economics. But it is not so with pass examinations, in which a certain standard is the test. This can be taken in the student's stride, and does not modify his plan of study. Indeed, if the examination is conducted on the right lines, it is no mean educational instrument. It teaches us how to arrange and organise our knowledge, reveals its deficiencies, and helps to the discovery of its exact nature. It should teach us something of the relative importance of facts, to reason upon the principles embodied in facts, and should test not only our knowledge but our power of applying it. The hints that follow this little dissertation as to the best methods of preparing for an examination, though they are thoroughly practical in view of what examinations actually are, never obscure the fact that it is not the examination but the study that is of the first importance.

"SANITAS"

NON-POISONOUS

DISINFECTANTS

FLUIDS, POWDER, SOAPS & APPLIANCES

Should be stocked by all Chemists.

THE "SANITAS" CO., Ltd., LIMEHOUSE, LONDON, E. 14

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LAMBETH, S.E. 11.

Essential Oils

AND

Aromatic Chemicals

W. NAUMANN, 40 Charterhouse Sq., London, E.C. 1.

PATENTS AND TRADE MARKS.

There are many worrying difficulties to be overcome in connection with the Registration of Trade Marks and the grant of Letters Patent which members of the Retail and Wholesale Drug Trade can avoid by consulting an efficient agent, who would undertake all the trouble for an inclusive fee and obtain protection in the United Kingdom and abroad. Advice in the first instance free. Pamphlets gratis.

59 Ludgate Hill, London, E.C. 4. REGINALD W. BARKER.

Reichers' Concentrated Liquors

offer a perfect alternative to the discarded

B.P. Tinctures and Syrups.

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Editorial Articles.

The Aspirin Trade-mark.

THERE could be no better commentary upon the justice of the "avoidance" of the British and Australian registrations of the word "Aspirin" as German-owned trade-marks than the cancellation of the name as a trade-mark in the United States of America. The American mark was registered by the Bayer Co., and after the lapse of the American patent relating to the manufacture of the drug, the company sued the United Drug Company for employing the name upon acetylsalicylic acid which was not of Bayer's manufacture. In the course of the proceedings it was decided to obtain the ruling of the American Patent Office upon the trade-marks claim of the registrant company, and whilst the necessary formalities were being carried through aspirin was being offered by at least one manufacturer with an indemnity against any damages possibly recoverable by the Bayer Co. in consequence of the use of the word "Aspirin" in respect of the indemnifying firm's product. The decision of the Examiner is as follows:

For the reasons hereinbefore set forth it is therefore held that the respondent has not the right to the exclusive use of the word "Aspirin" for the substance disclosed in patent No. 644,079, and that it has not been used by

the respondent as a trade-mark within the meaning of the second ground of Section 13 of the Trade-marks Act, 1905. It consequently is recommended that registration No. 32,805, issued May 2, 1899, to Farbenfabriken of Elberfeld Co., be cancelled.

The result of the aspirin trade-mark being held by the American Patent Office not to be a valid trade-mark and the recommendation of its cancellation is that the word is acknowledged to be a name that identifies a substance and not a special manufacture, and if no successful appeal be made from the Examiner of Interferences to the Commissioner of Patents or from the Commissioner of Patents to the Court of Appeals of the District of Columbia, the uniform claim of manufacturing-chemists in this country, Australia, and the United States of America to employ the name in respect of a chemical the patent monopoly for the manufacture of which has ceased to exist will be substantiated. It is of considerable interest to observe that the ground of avoidance of the aspirin trade-mark in this country and in Australia, viz., that the word is really the commercial name of the article, is further emphasised in the U.S.A. proceedings. Dealing with the respondents' contention that "acetylsalicylic acid" is the true name of the patented article (the patent lapsed in 1917), the Examiner says:

It is clear that the public could not have obtained this knowledge from these labels, because none of them contained this expression. To establish such contention the testimony must at least show that there was an opportunity for the lay purchasing public to obtain this knowledge.

The line of least resistance is often adopted in cases of this kind where a doubtful claim is made to the continued monopoly of the name of a patented chemical after the patent has expired. Rather than fight such a claim manufacturers have in some cases adopted other names for the identical substance. Incidentally, this attitude is capable of being turned to good account by the claimant, and it is refreshing to see that this aspect of the case is not lost sight of by the Examiner, for he says:

A threat practically compels some alleged infringers to follow the line of least resistance by adopting some awkward substitute for the name with the knowledge that their own acts will probably reappear later on in an infringement suit, and thus serve as a sort of scaffolding to manoeuvre the user of this word into a better position to claim, after the monopoly has expired, the right to its exclusive use for the article.

Uniform treatment of trade-marks in all countries of the world in these days of international commerce and the coming days of regular air transport would greatly benefit manufacturers with export trade throughout the world, and although it may be too much to expect world-wide unification of trade-mark laws, it is not too much to require of the Peace Congress that is now in conference some consideration, and, if possible, a dictum upon the justice of the maintenance of exclusive rights in the name of a substance the manufacture of which has ceased to be a monopoly through the annulling or lapsing of patent rights.

The British Register of Trade-marks contains many dormant claims to a monopoly in chemical names which have fallen into the public domain by virtue of the lapse of the patents which originally covered an exclusive right in the manufacture of the drugs. It did not need any special war measure to deal with those claims in this country, for their removal from the Register is provided for by Section 35, Sub-Section (1) of the Trade-marks Act, 1905.

The Court, on the application in the prescribed manner of any person aggrieved . . . by any entry wrongly made [in the Register] may make such order for . . . expunging or varying such entry as it may think fit.

It has been the necessity to apply in the Court that has been responsible for the tardiness of British traders in removing from the Register many of these trade-marks which have undoubtedly become obsolete. The U.S.A. Trade-marks Act, 1905, Section 13, provides a more easily workable method of dealing with such false claims:

That whenever any person shall deem himself injured by the registration of a trade-mark in the Patent Office he may at any time apply to the Commissioner of Patents to cancel the registration thereof. The Commissioner shall

refer such application to the Examiner in charge of Interferences, who is empowered to hear and determine this question. . . . If it appear . . . that the registrant was not entitled to the use of the mark at the date of his application for registration thereof . . . and the Examiner shall so decide, the Commissioner shall cancel the registration.

At the time of registration of many of these marks it is known that they are names appropriated for specific substances, the manufacture of which is a patented monopoly, and the removal of such marks from the Register, or even the refusal of the Commissioner to accept such a mark (not an unknown case in the States, we believe), should not be a difficult performance. The similarity of the trend of the English and American trade-marks statute law in this particular phase of trade-mark legislation is frequently overlooked. It would be of great benefit to commerce if all of our Allies shared the same views upon this subject.

German Soap.

We have examined a sample of German toilet soap purchased in Cologne within the past few weeks. An absurdly high price was paid for an article which does not deserve the name of soap, although the German equivalent is printed on the cake. The soap is of a greyish-brown colour, very hard and difficult to cut. It is perfumed with methyl salicylate and lathers but feebly, although it possesses good cleansing properties. An analysis of the soap shows that it contains 70.98 per cent. of kaolin and 16 per cent. of moisture, the rest being what in countries outside Germany is known as soap. This cake of soap bears silent but eloquent testimony to the effect of the blockade by the Allies on the enemy countries. Prior to the war the soap-industry in Germany was not in a flourishing condition, especially in regard to the output of household soaps, this being due to the high import duties on fats and oils. Germany was therefore unable to compete with Britain in this branch, particularly in exports. Toilet soaps were, however, exported to a large extent, and competition with France, the United States, and Britain was keen. It appears, according to an article in the "Deutsche Wirtschaftszeitung," that before the war Germany consumed about 250,000 tons of fats and oils in the soap-industry, and about 200,000 tons was manufactured from raw materials imported from abroad. Naturally, when these imports were suddenly cut off, the soap-trade found itself in a precarious condition, and various measures, amended from time to time, were passed by the Government to cope with new difficulties as they arose. For example, at the end of 1914, in order to conserve glycerin, the use of neutral fats in the manufacture of soft soaps and toilet soaps was forbidden, and, although the public strongly protested, it was of no avail. Next the Government passed a measure forbidding the use of potato starch and other starches for soap-filling, with the result that other adulterants like talc, kaolin, barytes, etc., were used in making hard soap more compact and durable. In February 1915 a War Committee was formed for the equitable distribution of the raw materials used in the manufacture of fats and oils. This Committee elicited the fact that Germany formerly had a net import of about 1,600,000 tons of oilseeds and oleaginous fruits (chiefly from India) yielding 570,000 tons of vegetable oils, the home production furnishing some 20,000 to 30,000 tons. Of animal fats 268,000 tons was imported, but the estimation of the amount produced in the country was difficult. For technical purposes 430,000 tons of fats and oils was used, the rest being consumed as food. The Committee, however, restricted the amount to be used in industries to 40,000 tons, thus releasing the remainder for food-purposes. In November 1915 the Bundesrat took under control all stocks of oils and fats in the country, and in January 1916 further regulations restricted soap-making to the use of palm oil, inferior olive oil, oil residues, and train oil. Public rationing commenced on April 18, 1916, when each person was allowed $3\frac{1}{2}$ oz. per month of toilet soap, and five times that amount of washing soap or soap powder; but subsequently these rations

were reduced by half, as at this time only 5 to 7 per cent. of peace-time requirements of oils and fats was available for the soap-industry, and in some parts of Germany no soap was to be had for several months. Many factories had to close down because they had not the machinery necessary for incorporating so much mineral material in the soap, as 80 per cent. of the fillings in so-called toilet soap consisted of talc, clay, etc. These and other difficulties led to the formation of a syndicate for the manufacture and sale of soap in accordance with a decree of June 9, 1917, and as only some 10 per cent. of the soapworks could be furnished with raw materials, compulsory syndication under Government control was the only way out of the difficulty. Membership of the syndicate is restricted to those firms engaged in the manufacture before August 1, 1914, and the capital is nominally 40,000,000m. Prices are fixed in such a way that the member of the syndicate gets 6 per cent. profit from the wholesaler, the latter 10 per cent. from the retailer, and he about 25 per cent. from the consumer. The profits of the syndicate, after the deduction of expenses, serve to pay a small interest on the plants of the members in proportion to their contribution to the capital. We have no doubt that the Huns will in time revert to the use of real soap. They will doubtless then sell the present "toilet" soap for metal scouring, for which it is well adapted.

The Trade in Cinchona Bark.

RECENT articles and notes published in this journal have made it clear that not only is the production and trade in cinchona bark virtually a Dutch monopoly—a fact long known to all in the trade—but that there is some chance of quinine manufacture also passing largely into Dutch hands, a development which in the circumstances can only be regarded as natural. The Dutch are long-sighted men of business, and there is probably no risk of their exploiting the quinine consumer unduly, since they are perfectly well aware that high prices for bark and quinine will be the best possible means of re-establishing cinchona plantations in Ceylon and other tropical countries, and of inducing an extension of quinine manufacture here and elsewhere. It is, however, all to the good that the facts of the position should be generally known, and from this point of view the article on "The Future of the Trade in Cinchona Bark" in the current number of the "Bulletin" of the Imperial Institute is opportune. Taking the years 1910-1913, the "Bulletin" article estimates the world's production of cinchona bark at about 25½ million lb. per annum, of which nearly 23 million lb. is credited to Java, two millions to India, and about half a million to other countries. The Java and Indian figures include the bark used in these countries for the manufacture of quinine, as well as that exported. These figures show how far Ceylon, which exported over 13 million lb. of bark in 1887, has receded from the premier position, its exports in 1915 being only a little over 20,000 lb. Though India still produces annually about two million lb. of bark, the bulk of this is used at home, the exports amounting to from six to seven hundred thousand lb. per annum, and that chiefly pharmaceutical bark. The "Bulletin" gives the particulars, already published in the *C. & D.*, as to the old and new agreements between cinchona producers and quinine manufacturers, and supplies numerous statistics as to the trade in bark and quinine in this country and India, some of which are not readily accessible to the general reader. Appended to the article are two reports by the Institute on cinchona bark from St. Helena and from "German" East Africa; both proved to be of good quality, but no large supply is to be expected from either of these sources. No suggestions are made in the article for the extension of cinchona cultivation within the Empire. This subject bristles with difficulties. Java has acquired its present predominance by a combination of scientific application and good business, and it is by no means certain that a newcomer could make cinchona cultivation pay in competition with Java;

moreover, a number of the plantations in Java are owned by British capital, and it is now known that an adequate supply of bark is assured to this country for some years to come from these plantations, whose owners are, moreover, apparently prepared to take steps to increase their output. Further, it is not certain that with the wider adoption of sanitary measures against malaria in the tropics and the introduction of new remedies for this disease the demand for bark and quinine may not fall off. On the other hand the British Empire, with its huge tropical possessions, is probably the largest consumer of quinine as a preventive of malaria, and with the war in all our minds it is natural that we should want supplies of such essential drugs as bark and quinine under our own control, and the only method of securing this would appear to be cultivation of all the cinchona we require within the Empire.

Criminal Law Committee.

A SELECT COMMITTEE was appointed last July to consider the Criminal Law Amendment Bill and the Sexual Offences Bill which had been introduced into the House of Lords. Witnesses were examined at the nine sittings during October and November, but these did not include any representative of pharmacy. The Minutes of Evidence have been published this week, although owing to the dissolution of Parliament the inquiry was not completed. A great deal of the evidence deals with suggestions regarding Criminal Law amendment, but here and there matters crop up referring to chemists. The following is quoted from the evidence of Sir Mackenzie Chalmers, who was for five years Permanent Under-Secretary of State at the Home Office:

By Mr. Neville.

2634. There are herbalists in the North of England who claim the right to treat it [venereal disease] as if they were doctors. I dare say you have come across them?—Yes, I have had evidence about them on one or two Committees.

2635. They are extraordinarily indignant if you say that they have not the right to treat these cases?—They claim a right under a Statute of Henry VIII., but it is fatal if they are allowed to deal with venereal diseases, because they cannot give the proper treatment.

2636. And chemists too?—It is monstrous that chemists should try to treat venereal disease.

2637. A chemist, I suppose, now can be dealt with by the Pharmaceutical Society. They can impose a penalty or something?—If he prescribes; but there is no reason to prevent a man going into a chemist's shop and saying, "I have a cough; give me a cough-mixture."

2638. There have been chemists who have been circularising the House of Commons for a number of months who say they want to treat these complaints?—The sooner the Medical Society deal with them the better, I think.

The medical witnesses were Surgeon-Captain D. MacNabb, Dr. Helen Wilson, Sir Malcolm Morris, and Sir Donald Macalister.

Drug-auction Terms.

In our article last week (p. 44) we stated that the alterations in the terms and conditions of the sale of drugs by public auction were made by the drug-brokers at the request of wholesale druggists. This, however, is not correct. It appears that some time ago wholesale druggists represented to the drug-brokers that the practice of selling goods "gross for net" when prices were high was in every way undesirable. The brokers conceded this point, but asked that buyers should forgo all discounts and allowances, and take everything at "landed weights" for the first six months. The wholesale druggists, speaking only for themselves, finally agreed to forgo such discounts, because they were assured that thereby the Port of London would be better enabled to compete with Continental markets. They felt, however, that the high charges of the Port of London Authority are a more potent cause of goods being diverted to foreign ports than the question of discounts, and they consider that an inquiry should be held to enable a comparison to be made between the dock charges of London and other ports at home and abroad. We may recall that since

the war there have been at least three substantial increases in the London dock dues, rates, and charges on vessels and goods. In the aggregate this increase is about 85 per cent. over the pre-war charges, which the Authority maintain is due to advances in wages and consequential additional expenditure. It would be interesting to know to what extent dock charges have been advanced in other British and Continental ports during the war. Information on these points is already available in the form of official reports as the result of previous inquiries, but the war has now obliterated all standards of comparison. The supremacy of the Port of London is unquestioned at the moment, but the time will again come when Antwerp, Rotterdam, Copenhagen, Gothenburg, Marseilles and Hamburg will be active competitors and the cheapest port will make the greatest progress.

Corner for Students.

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 42 Cannon Street, London, E.C. 4."

QUALITATIVE ANALYSIS.

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture will comprise acids and inorganic bases occurring in the British Pharmacopœia, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a stamped and addressed envelope, not a stamp merely) will be received up to Tuesday, February 4, on which day the samples will be posted. Students' reports will be received up to Saturday, February 15. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the fourth exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who are preparing for the Qualifying examination of the Pharmaceutical Society of Great Britain or of Ireland, which fact must be attested on their reports.

Business Changes.

MR. ROBERT WOOD, Ph.C., Windsor, has disposed of his business to Mr. Pickering.

MR. W. OLDHAM, Ph.C., Eton, has, in consequence of ill-health, disposed of his business to Mr. R. M. Williams.

MOG & Co., 110 Cannon Street, London, E.C., have removed their offices to King's House, 56-57 King Street, Cheapside, London, E.C. 2.

MR. GEORGE B. RITCHIE, druggists' sundriesman, 33 Bath Street, Glasgow, has purchased the business of the Surgical Supply Association, 249 Buchanan Street, to which address he will transfer his surgical-appliance department.

DE ROUBAIX & CASSIERS, of Antwerp, who temporarily removed to The Hague during the war, have now reopened their Antwerp offices at 24 and 26 Rue Fugger. They would like price-lists of technical and pharmaceutical chemicals and drugs.

SNOWDON, SONS & Co., LTD., oil merchants and manufacturers, Millwall, London, E., have opened offices at 85 Gracechurch Street, E.C. 3, to which address all communications should be sent. (Telephone, Avenue 453 (2 lines); Telegrams, Snowdrift, Grace, London.)

WASS & INGAMILLS, chemists and wine and spirit merchants, Long Sutton, Wisbech, have dissolved partnership. The business will be continued by Mr. C. H. Ingamells, chemist and druggist; Mr. Charles Wass, chemist and druggist, will carry on business at Holbeach.

A. BREZET & Co., LTD., 145 Wool Exchange, Coleman Street, London, E.C. 2, announce the death of Mr. Brezet de Beaufort, which took place suddenly on December 21, 1918, as the result of influenza. The business will be carried on as usual under the management of Mr. W. W. Storer.

Insurance Act Dispensing.

A Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Reports from Local Centres.

ENGLAND.

Cheshire.—At the meeting of the Insurance Committee on January 16, a discussion took place as to the dispensing of medicines to patients residing in Middlewich and district. Mr. Phillips, the acting Clerk, stated that arrangements had been made temporarily for the medicines to be obtained from chemists in Northwich in rotation. There was no chemist under agreement with the Committee in Middlewich. He did not think it would be long before a chemist would be appointed at Middlewich.

East Suffolk.—The difficulty between the chemists of Stowmarket and the East Suffolk Insurance Committee was briefly ventilated at the meeting of the latter body held at the County Hall, Ipswich, on January 23 (see *C. & D.*, January 11, p. 49). The Clerk stated that, with Mr. Black, he endeavoured to negotiate, but a deadlock ensued, and there was no other course open but to accept the resignations of the chemists, and this had been done. Happily, Drs. Hounsfeld and Hill had, on request, agreed to undertake the dispensing.

Essex.—The Pharmaceutical Committee met at River Plate House, London, E.C., on January 16, when it was decided to renew the contract with the Central Checking Bureau on the present terms. It was reported that the pharmaceutical service is an adequate one, except in a single area, where it lapses into the doctors' hands. It was decided to ask the Insurance Committee to allow the supply of w.o.w. bandage when "bandage" only is specified on a script. Three additions have been made to the panel list, and one withdrawal has taken place.

London.—The Insurance Committee met at the County Hall, Spring Gardens, S.W., on January 23, when the Finance Sub-Committee reported that the whole of the "floating sixpence" was available for distribution among panel practitioners for 1917, and recommended payment of 2,905*l.* and 2,200*l.* to the Panel and Pharmaceutical Committees respectively for administrative expenses; also that 2 per cent. of such expenses be deducted from chemists' monthly accounts for 1919. The Medical Benefit Sub-Committee has granted permission to nine insured persons to make their own arrangements for medical benefit. Among the accounts recommended for payment was one of 600*l.* 18*s.* 1*d.* for the Pricing Department. Chemists' accounts for 1918 amounted to 24,242*l.* 15*s.* 11*d.* During November and December last four chemists and two branch establishments have been added to the panel, while fourteen firms and two branches have been removed from the list of drug-contractors.—A meeting of the Pharmaceutical Committee was held on January 14, Mr. G. B. Barnard (Chairman) in the chair. In answer to a question raised by Mr. Shircliff concerning the payment for glycerin, now available in Insurance dispensing, the Secretary stated that glycerin would be paid for as soon as authorised by the Commissioners, and to this effect one month's notice would be given to panel chemists. A protracted discussion took place on the question of the continuance of the contract with the Central Checking Bureau for the checking of London prescriptions, and it was decided to forward a resolution to the L.A.E. on the subject. This question will come up for further discussion at the next meeting. A letter was received from the Insurance Committee to the effect that complaints have been made regarding the failure to supply mist. spt. vini. gallici by chemists on the panel. The Secretary was instructed to make the necessary investigations into the matter and report to the next meeting. A discussion took place on the shortage of the supply of malt and oil.

Middlesex.—The Pharmaceutical Committee met at the Progressive Pharmacy Club on January 15, Mr. Herbert Skinner in the chair. Among the correspondence dealt with were letters from the Local Associations Executive Committee asking for suggestions for improving the tariff, and acknowledging the suggestions which were sent in reply. Most of these suggestions were acted upon, and panel chemists are likely to benefit accordingly. Changes in the list of panel chemists showed a reduction of fourteen on the 1918 list. The Checking Supervisor's report stated that the October scripts numbered 86,613 (average cost 3.16*d.*), and included 99,354 prescriptions (average cost 7.12*d.*). The pricing of the November scripts had been delayed owing to illness of several of the pricers, but both pricing and checking were now completed, though the figures were not yet

available. During the third quarter of 1918 a total of 217,255 prescriptions was dispensed at an average cost of 7.03*d.* (ingredient-price 3.68*d.*, dispensing-fee 3.55*d.*), showing a gross profit of 47.65 per cent. For the corresponding period of 1917 the average cost per prescription was 6.02*d.* (ingredient-price 3.17*d.*, dispensing-fee 2.85*d.*), showing a gross profit of 47.34 per cent. The average cost per insured person was 4.57*d.* for the third quarter of 1918, giving a total for the first nine months of 13.53*d.*, as compared with 11.36*d.* for the corresponding period of 1917. On the motion of Mr. H. E. Clement, and after full discussion, it was unanimously resolved "That the Pharmaceutical Committees of the South-Eastern Pricing District be invited to send delegates to a Conference in order to consider the question of federation and the possibility of taking joint action at the Local Associations Conference to be held in the month of April."

Northamptonshire.—The Insurance Committee met on January 13, when, on the recommendation of the Medical Service Sub-Committee, it was resolved to adopt the Leicester Pharmacopoeia. The same Sub-Committee, in agreement with the Panel Committee, recommended that two doctors who had been guilty of excessive prescribing after having previously been warned, should be surcharged 20*l.*, which sum should be paid to the Practitioners' Fund for 1918. The recommendation was adopted.

Sheffield.—At a meeting of the Pharmaceutical Committee on January 21, Mr. Culverhouse presiding, it was agreed to accept the Pharmaceutical Society's checking for 1919 providing that a full check if necessary can be arranged. It was decided to ask for offers of employment from panel chemists for men serving with the Colours. Some pharmacists are not receiving an adequate supply of sugar, and failing satisfaction being obtained from the local Food Committee particulars are to be forwarded to London. The statement of accounts for 1918 showed a balance of 26*l.*, and it was resolved to ask the Insurance Committee to make a grant of 150*l.* for 1919.

Southampton.—The chief item of interest at the meeting of the Insurance Committee, on January 13, was a communication from the Pharmaceutical Committee relative to an earlier hour for prescriptions, it being suggested that the hours of dispensing should be curtailed to 7 p.m. Mr. Caden expressed the opinion that it would be hard upon working people if the chemists closed at 7 p.m., as doctors' surgeries, as a general rule, are not opened much before that hour. Eventually his proposition, that the Committee were unable to accede to the request at present, but would be prepared favourably to consider the subject if a feasible scheme were presented, was carried unanimously.

SCOTLAND.

Interviews with Sir Edwin Cornwall.—An interview took place on January 21 between the Pharmaceutical Standing Committee (Scotland) and Sir Edwin Cornwall, Bart., M.P., in regard to the conditions of the pharmaceutical service in Scotland. A memorandum, prepared by the Secretary (Mr. J. Rutherford Hill), was submitted to the Minister. This, however, is not to be made public at present.—On the same day the Scottish Association of Insurance Commissioners waited on Sir Edwin Cornwall in regard to the Ministries of Health Bill. Suggestions were made that the duties to be transferred to the Ministry of Health should include those at present carried out by the Registrar-General, and also those of the Scottish Education Department relating to the medical inspection and treatment of school-children.

Dundee.—At a recent meeting of the Insurance Committee, it was reported that chemists had been paid 3.458*l.* 5*s.* 9*d.* for the year 1917, and would receive a further 415*l.* 5*s.* 2*d.* It was anticipated that there would be a bonus of 500*l.* for the chemists. The "floating sixpence" had been transferred from the drug fund to the practitioners' fund, the total payment to doctors being 22,742*l.* 4*s.* For the first ten months of the year 1918 prescriptions numbered 76,679, at a cost of 3,781*l.*, an average of 11.84*d.* each. In 1917 the average was 9.59*d.* per prescription.

COMPETITION FOR EUCALYPTUS OIL.—An oil obtained from waste products in wood distillation from the creosote oils is taking the place of pine oil and eucalyptus oil in the oil flotation process of ore reduction in Canada, as the result of experiments of the Forests Products Laboratories and the Mines Branch. The substitute is produced at the rate of 1,200 gallons a day, so that owners of mineral reduction plants consider sufficient is available for the expansion of the Canadian mining industry and for export. This will be an important competitor for the eucalyptus oil industry of Australia.—*Board of Trade Journal.*

Associations' Winter Session.

Aberdeen.—A meeting of the Aberdeen Junior Chemists' Association was held in Gordon's College on January 17, when Professor J. Arthur Thomson, of the Chair of Natural History in Aberdeen University, delivered an instructive and interesting lecture on *The Wonders of Instinct*, illustrating the lecture by examples and differentiating between heredity, instinct, intelligence, and reason. A vote of thanks closed the proceedings.

Amalgamated Society of Pharmacists, Drug and Chemical Workers.—On January 17 the last of the series of meetings for the purpose of establishing sections of activity was held, Mr. Herbert Skinner in the chair. Between forty and fifty pharmacists engaged in the public services were present. After an exposition of the movement by the Chairman and the Organising Secretary, the following resolution was moved and seconded: "That this meeting of pharmacists engaged in the public services hereby resolves to form a section of the Amalgamated Society of Pharmacists, Drug and Chemical Workers." Mr. F. A. Hocking, pharmacist to the London Hospital, then addressed the meeting. He pointed out many difficulties in the way militating against success if they proceeded on the lines indicated. He declared his sympathy with the effort, but he was bound to say that a Union taking in laboratory assistants would not improve the combination from the pharmacists' point of view. He would suggest that they might form a Provisional Committee, and afterwards possibly adopt some form of affiliation. He would recommend them to hasten slowly. Many questions were afterwards put and answered. Finally the resolution was carried unanimously. Mr. R. W. Lindsay was appointed Chairman of the Section and Mr. F. W. March Secretary. A Committee was then elected, and it was found that with three or four exceptions all had joined the Union.

Bradford.—The members and friends of the Bradford Pharmacists' Association held a social evening in the rooms of the Vegetarian Restaurant, Charles Street, on January 15. Progressive whist (at which the prize-winners were Mesdames Gordon and Bolton and Messrs. Pyeroff and Waddington) took up the earlier part of the proceedings. The latter part was devoted to musical and vocal items contributed by Misses Briggs and Morris and Messrs. Burdett, Appleyard, and Bolton, to the accompaniment of Mr. Flather (Clerk to the Insurance Committee). Mr. R. T. Silson gave a humorous reading. The evening was very enjoyably spent.

Edinburgh.—A meeting of the Edinburgh Chemists' Assistants' and Apprentices' Association was held at 36 York Place on January 15, Mr. H. W. Blair, Vice-President, in the chair. A paper was read on *Tobacco* by Mr. Thomas A. Smith. In this the author gave a description of the history, cultivation, manufacture, and uses of tobacco, including its physiological action. Mr. Henry Stout, Ph.C., also read a *Note on an Old Sample of Liquor Sodii Arsenatis*. Mr. Stout recently examined a large stock-bottle of this solution which was several years old. On holding the bottle between the eye and the light large scales were seen scattered through the liquid, which refracted and reflected light so as to produce a most beautiful iridescent effect. These scales, separated by filtration, were found to consist of silica. Though not noted in the B.P. or other standard books as a possible contamination of sodium arsenate, it is well known that it may be present. Sodium arsenate is made by fusing together a mixture of arsenious acid, sodium nitrate, and sodium carbonate. If the fusion of this mixture is carried out in a vessel having silica in its composition that silica may be extracted with the arsenate by the solvent action of the sodium carbonate. This possible contamination is taken notice of in Squire's "Companion," which, referring to liquor sodii arsenatis, says: "After being made this solution deposits a little silica introduced in the preparation of the arsenate, but if filtered after a few days remains clear." Mr. Stout exhibited a fine specimen of the bark of *Cinchona succirubra* covered with characteristic lichens.

Essex.—The County of Essex Association of Pharmacists met on January 16, when details of the subscription to the War Auxiliary Benevolent Fund were furnished, and it was decided to ask the Pharmaceutical Society as to the exact scope of the Fund, the hope being expressed that only those directly attached to the trade, or their dependants, should benefit. Demobilisation was also discussed. The annual meeting is to be held on February 20 at the Pharmaceutical Society's Council-room, when resolutions will be formulated for presentation to the Local Associations Conference. It

was decided to draw the attention of the makers of a sheep-dip to the loss to chemists by the lowering of the retail price without sufficient time being allowed to dispose of stocks in hand. The question of an annual dinner was adjourned to the February meeting.

Hull.—The members of the Hull Pharmacists' Association, in commemoration of their fiftieth anniversary, dined together at the George Hotel, on January 16. The President (Mr. L. S. Sellé) was in the chair, and, in a review of the half-century's work, said the four chemists who formed the Association in 1868 deserved to be mentioned—Mr. Anthony Smith, Mr. James Binns, Mr. Wm. Staning (the father of their late Secretary), and Mr. C. B. Bell. No doubt it was the passing of the Pharmacy Act which stimulated them. There were then ninety chemists in Hull, serving a population of about 100,000. They started science classes for which the Society held itself responsible, and they had a botany class at seven o'clock in the morning. Now there were sixty-six chemists' shops in Hull, and the population was approximately 300,000. Mr. Sellé commented upon the benevolent work of the chemists during the past fifty years. Lately, he said, they had been engaged chiefly in criticising and helping the legislative work of Parliament. The public to-day knew the value of the chemists' services to society. A whist-drive followed.

Irish Assistants.—The annual meeting of the Limerick branch of the Irish Chemists' Assistants' Association was held on January 16, Mr. T. P. Blake presiding. The Hon. Secretary presented his report for the past year, showing that the membership has increased. The following officers were elected for the coming year: *President*, Mr. T. P. Blake; *Hon. Secretary*, Mr. M. J. Cullen; *Hon. Treasurer*, Mr. M. Bourke; *Delegate to Trades Council*, Mr. T. P. Blake.

Lancaster.—A special meeting of the Lancaster Pharmacists' Association was held at the King's Arms Hotel on January 23, Mr. H. Troughton (President) in the chair, when Mr. R. T. Simpson read a paper on *Profits on Proprietary Articles*. After giving an interesting historical *résumé* and an analysis of the attitude of the medical profession towards dispensing, with its attendant difficulties and hindrances, and discussing the tendency to co-operation and trade unionism, Mr. Simpson expounded his views on the course of action to be taken by chemists as follows:

We must look to the sale of proprietary articles to supply the major portion of our income, and whether these articles are our own preparations or not, we must see that the profit on them is adequate. Counter prescribing no doubt serves well in some places, but the public will read advertisements, and while they can get advice free and buy a bottle of tablets or pills which will cure every ailment under the sun, they are not likely to bother the doctors or wait till the pharmacist prescribes and dispenses something for them. It is this fact that has made the doctors as a body so bitter against our craft. They overlook the fact that they first started the trouble by prescribing proprietaries, in many cases writing the prescriptions in English, enabling the patients to ask for them by name instead of tendering a prescription to be dispensed in the ordinary way. As the articles were supplied at cut prices, both doctor and pharmacist lost. The Proprietary Articles Trade Association has done much to improve profits, but the time has come when the efforts of the persuasive variety must be replaced by something stronger—compulsion. While the P.A.T.A. is trying to persuade the manufacturer to give us a protected profit we are likely to starve, because 20 per cent. is insufficient, and we must aim at something higher. We can hardly expect that percentage on everything. It is obvious we must ask for profits in the aggregate to work out at not less than 50 per cent. of the turnover. If we had 33 per cent. on the majority of advertised articles, such as pills, tablets, cough cures, etc.; 50 per cent. to 100 per cent. on articles of a perishable nature, such as rubber goods, toilet goods, etc.; and 50 to 75 per cent. on our own proprietaries and dispensing, we should average 50 per cent., which, together with the extra discounts for buying in quantity and allowance for window shows, would be sufficient to pay all expenses, provide the proprietors with a proper salary, and put something away for the rainy day. Such profits may appear at first sight exorbitant, but compared with what other trades are now getting they would not be exceptionally high. How are we to obtain bigger profits? If we take a firm and united stand we can demand a proper return for our services. Whether we must do this by means of our present organisation, or by the formation of a trade union on similar lines to other trades, is not for me to say; but I am firmly convinced that if every pharmacist would definitely decide to cut out from his stock those articles that do not bear a proper profit, we should do more in a month to bring the manufacturers to a proper sense of present-day requirements than the P.A.T.A. or any other body can do in years of effort. We have had examples of united action in the Elliman's case and the National Health Insurance, and I have not heard of any pharmacist coming to grief thereby. It may be argued that if we refuse to sell unprofitable articles someone else will. Well, I say "Let them!" They are welcome. We cannot live on unprofitable articles, and if we explain our position to the public we shall not be without sympathy. I adopted the method I suggest some time ago, and have not regretted my action! In conclusion I should like to make one more suggestion, viz., that we cease to allow manufacturers to use our windows

as advertising hoardings by putting white letters in them free of charge. They pay cheerfully the heavy charges for advertising in other mediums. Why should we provide them with space for nothing, space that might be better used in advertising our own preparations?

An interesting discussion ensued, in which it was agreed that the margin of profit was not sufficient, but it was decided to have another special meeting to discuss the details and suggestions of the paper, which all agreed to be of a most useful character. Mr. Simpson being thanked for the great interest he had taken in the topic he had introduced.

Leeds.—A general meeting of the members of the Leeds Chemists' Association was held at the Grand Central Hotel on January 15. Mr. N. N. Armitage (President) occupied the chair, and there was a large attendance. An address entitled *Is Pharmacy Played Out?* was delivered by Mr. J. P. Gilmour (London), but it was decided that this should be private in character, and that no report of it should be made. The same decision was come to concerning the discussion which followed. The meeting concluded with a vote of thanks to Mr. Gilmour.

Liverpool.—The Liverpool Chemists' Association met at the Royal Institution, Colquitt Street, on January 15. Mr. L. Moreton Parry presiding in the absence of the President and Vice-President. The Chairman announced that Liverpool's contribution to the War-Auxiliary Benevolent Fund had reached 970*l.* Mr. Harold Wyatt commended the "5*l.* per shop basis" of Boots, Ltd., as practical business philanthropy. Mr. F. G. Hines (York) then addressed the meeting on *The Only Way*, his exposition being on the lines of a previous paper before the Harrogate Association, advocating organisation of pharmacists on the basis of territorial grouping and federal union. Having criticised the draft report on organisation, circulated after two years' delay, as "nothing more than a disgraceful trifling with members of the Pharmaceutical Society," he said any questions of reconstruction had been ruled out on the ground that these matters were under discussion by a Committee of the Council. Given territorial grouping and voting, coupled with local stimulus, the rest would follow. He wanted unity and absolute democratic control, and to combine the interests of pharmacy as far as pharmacy as a business was concerned. After the experience gained through the Proprietary Articles Trade Association, the Chemists' Defence Association, and the Local Associations Executive it was very regrettable that in 1919 retail chemists and druggists should be engaged in doing little more than talk of the principles of organisation. The organisation of parcel interests was unsatisfactory. The only sane method was to form some sort of national union of the statutory bodies which could speak to the Commissioners with the united voice of the men it represented. Looking forward to the Conference in April, they would have to take a strong line as far as the protection of the interests of the parcel chemists was concerned. Other questions to be dealt with included the Ministry of Health, infant welfare, hospital service, the Cocaine Regulations, State intervention controlling the manufacturer and the retailer, co-operative dispensaries, and the relations of wholesalers and retailers. Pharmacists must assemble themselves in some sort of federal union and be controlled by a central executive. It was time to drop silly talk about loyalty to a Society which had always been passive and never active. His belief was that the only way to a successful organisation centred in the single control of the business interests of pharmacy. Speaking on the vote of thanks, Mr. Wyatt expressed his appreciation of the transfusion of new blood witnessed on the Pharmaceutical Council which had effected a considerable improvement during the last two years. Pharmacists had brains, but they had been apt not to look beyond their own shops. Dr. Symes, in a reminiscent speech, recalled a period when the Pharmaceutical Council accomplished nothing tangible beyond the regilding of the frames on the walls at Bloomsbury Square at a cost of 20*l.* (Laughter.) Many years ago Liverpool had to inaugurate a trading Association. He was glad to see that the Council was more active to-day. He rejoiced to note that his advocacy of the division of the Qualifying examination was coming to fruition at length. Mr. Whitby testified to the advantages of the P.A.T.A. Mr. D. H. Evans pointed out that the Pharmaceutical Society was what the members made it. The Society was the only body in the profession which the Government would recognise, and it was the body which negotiated the terms of dispensing under the National Health Insurance Acts. If the Society did not fully protect the interests of pharmacists it was because the right men were not elected. He believed the Society to be the body to look after the trading as well as the professional interests of chemists and druggists. The Chairman, summing up the discussion, said he believed in a good future for the Pharmaceutical Society. The

various interests of members had been looked after of late better than ever before. There were trade matters outside the Society's sphere of action. In reply, Mr. Hines declared that until Pharmacists had an organisation of business interests they were crying for the moon. All the good things had come through outside pressure, of which the latest phase was seen in the Progressive Pharmacy Club. He agreed with Mr. Wyatt that pharmacists must not go on organising "diffusely," and that the representation of ideas and interests was necessary. The greatest results would be attained on educational lines.

London Co.—The London County Pharmaceutical Association met on January 21. Mr. J. Keall (President) in the chair, when preliminary arrangements were made for the London County "Victory" dinner, which has been fixed for April 3, in the Connaught Rooms, Kingsway. Mr. C. A. Noble explained the views of the Western Association concerning their resolution on Pharmaceutical Organisation. The matter is held in abeyance pending the report from the other District Associations of London. The Organisation and Trade Sub-Committee's report contained, *inter alia*, a list of minimum retail prices for stamped clinical thermometers, and a recommendation that a fair price for a 20-ft. cylinder of oxygen would be 7*s.* 6*d.*, plus cost of carriage and hire of fittings. The report was adopted. The following resolution was carried unanimously: "That it be a recommendation to all members of the London County Pharmaceutical Association to refuse to stock or handle 'Kernak' until the proprietors fix the wholesale prices so as to allow the small buyer 20 per cent. on turnover." It was pointed out that the terms upon which "Kernak" is supplied do not provide anything like an adequate profit, as it costs the small buyer 13*s.* 9*d.* to 14*s.* per dozen, retailing at 18*s.* 3*d.* This yields a profit of about 8 per cent. only. It was further agreed to furnish full particulars to the Local Associations Executive. The report of the Pharmaceutical Insurance Sub-Committee was formally adopted.

London (N.).—The monthly meeting of the North London Pharmacists' Association was held on January 16 at the Progressive Pharmacy Club, Mr. J. C. Carter in the chair, when Mr. Wolff gave an address on *Post-war Problems in Pharmacy*, pointing out that many of the things he had stated there in early 1918 were fast being realised. Co-operators were still extending, and he gave figures to drive home his points. He showed that 10 per cent. of retail businesses were controlled by six firms. He urged that we still had the opportunity of making our membership of the Society a real one and a valuable commercial asset. He dealt with education, the new by-laws, and the "Pharmaceutical Journal." On National Health Insurance he pointed out that the opportunity now was a great one to wipe out the inadequate remuneration which had prevailed for so long. He also dealt with the distribution of articles through maternity centres, Whitley Councils, and the Trade Boards. A discussion followed, to which Mr. Wolff replied at length, and a hearty vote of thanks was accorded.

London (S.W.).—A meeting of the South-West London Chemists' Association was held at the Public Hall, Clapham, on January 21. Mr. Glew (Vice-President) in the chair. It was announced that the amount collected for the War-Auxiliary Benevolent Fund now amounted to 298*l.* 13*s.* A paper entitled *Advantages of Shorter Hours of Business* was read by Miss A. T. Borrowman, who pointed out how the qualities that go to the making of a successful business man or woman—health, level-headedness, perseverance, faith, courage—are all prejudicially affected by long-continued attention to business. Long hours were blamed for the best men leaving pharmacy for some other career, and for so many younger men joining the staffs of limited companies. It was further shown that, with shorter hours and concomitant opportunities for rest and recreation, it is possible to become much more keen and businesslike. After a lively discussion, a resolution was carried approving of the policy of the Early Closing Association, and declaring the intention of those present to resist any attempt to lengthen business hours. The meeting was largely attended, and one of the most enthusiastic that has been held for some time past.

Manchester.—The monthly meeting of the Manchester Pharmaceutical Association on January 15 took the form of a smoking-concert, Mr. J. H. Nidd (President) in the chair. There was a good attendance. The list of performers included Messrs. Graham (comedian), Griffiths (concertina soloist), Vallance (vocalist), Chapman (improviser), and Simmons (reciter). The President, in moving a vote of thanks to the artists, said that it was one of the best concerts they had had. Mr. Scholes (Fecles) seconded. —The Manchester and Salford Chemists' Assistants'

Association organised a whist-drive in aid of the War Auxiliary Benevolent Fund, which took place at the Clarion Café on January 15, more than 120 members and friends being present. Mr. A. Kelly (President) presented the prizes to the winners: Ladies—(1) Mrs. H. Goodier (pair of silver candlesticks, presented by Sir Jesse Boot, Bart.), (2) Mrs. Nicholson (half tea-service, the gift of Hough, Hoseson & Co., Ltd.), (3) Mrs. Bottoms (hair-slide, presented by Mr. Fullerton); gentlemen—(1) Mr. Adderley (box of fifty cigars, given by Charles Midgley, Ltd.), (2) Mr. G. Fletcher (case of military hair-brushes, presented by Hough, Hoseson & Co., Ltd.), (3) Mr. P. Chadwick (leather purse, the gift of Mr. P. Liversey); special prize, Mrs. Davidson (electric torch, presented by Mr. D. Abrams). Refreshments were served during an interval. The Hon. Secretary (Mr. D. Abrams) acted as M.C.

Middlesex.—The annual dinner of the Middlesex Pharmaceutical Association—the first after an interval due to war conditions—was held in the Venetian Chamber of the Holborn Restaurant, London, W.C., on January 29. After a happily informal reception, Mr. Herbert Skinner (President) took the chair at the top table. The large gathering included a goodly number of ladies and several visitors from the London and other areas. Among them were Miss Buchanan, Mr. C. A. Noble, Mr. A. R. Keith, Mr. G. D. Bowie, Mr. W. E. D. Shirliff, Mr. J. P. Gilmour, Mr. G. P. Forrester, and Mr. W. P. Want. A typical "Holborn" dinner having been duly enjoyed and the toast of "The King" honoured, the company settled down in a mood of pleasant anticipation to a succession of speeches interspersed with music. First in order came the toast of "The Pharmaceutical Society," proposed by Mr. H. E. Clement in terms which left no doubt in the minds of his hearers that he considered the Society susceptible of further improvement. Incidentally, he referred to the circumstances of Mr. Skinner's election to the Council, which was followed, not long afterwards, by his election as a life governor of the hospital to which he is attached. In replying for the Society, Mr. Skinner humorously referred to the fact of his being called upon to defend a Society that he had formerly criticised freely. He did think, however, that its prospects were brightening. The total of the votes cast at the last election was of good omen, and he hoped that 7,000 or 8,000 voters might return their papers next time—and that they would all vote for him. (Much laughter.) Concluding on a more serious note, he paid a tribute to the Society's new Secretary. Next came "The Premier County," proposed by Mr. A. R. Keith in a characteristic speech full of rollicking humour. Mr. Wolff, in reply, said that he had no intention of introducing pharmaceutical politics on this occasion. The Middlesex Association owed much of its high position to the loyal co-operation of those concerned in its working. It had always adopted an independent attitude. A great part of the success obtained in Insurance negotiations was due to Mr. John Humphrey—(applause)—who, though forced to act in opposition to the Pharmaceutical Society, was now one of its Board of Examiners. The last toast, that of "The Ladies," fell to Mr. Humphrey, who contrived to impart distinction and new interest to his theme. He was sure that the wives of Middlesex never asked late-returning husbands where they had been. (Laughter.) He hoped that ladies would be added to the examining staff at Bloomsbury Square, especially in view of the large proportion of women candidates. From this topic he passed to a gracefully phrased *éloge* of the remarkable work done by Miss Buchanan, with whose name the toast was coupled. In the course of an eloquent reply, Miss Buchanan said that women were finding out how to become colleagues of men and of other women, and she gave the company an indication of one or two reforms in the evolution of which women could help. Before the gathering separated, the President presented to Mr. Wolff a cheque, with which was associated an oak desk for himself and a spirit-kettle for Mrs. Wolff, in recognition of his untiring efforts in every matter affecting the welfare of the Association. Mr. Wolff, who was received with musical honours, briefly and feelingly replied, and a very successful evening ended early—"Dora" not yet being out of her misery.

Nottingham.—At the meeting of the Nottingham Pharmaceutical Association on January 22, Mr. Hugo Wolff, member of the Council of the Pharmaceutical Society, delivered an address on *Salesmanship*. Mr. Wolff said that when compared with other trades pharmacy did not yield very much scope for doing a high turnover. But whatever line of trade a man was in, salesmanship would always bring success more quickly to the man who studied its principles. Local conditions should be studied before opening a business, but they should not allow competitors to make them change an established policy. It was estimated

that of business failures 30 per cent. was due to lack of capital, 30 per cent. to inexperience, and the remainder to such things as unwise credits, poor position, and competition. Should they cut prices or give good service? That depended on whether it was to be a cheap store or a high class of business; but, in any case, service-competition was more effective than price-competition. Should they cut the price or give a commission to the assistant for slow-selling goods? If they were single-handed they should cut the price; if they had an assistant a commission would more quickly sell the goods. The same treatment should be meted out to children as to adults, for children were the customers of the future, and wielded a powerful influence in the home. Travellers should be treated courteously; something could be learnt from them. It would be, above all, to their advantage to treat employes well.—The window must pay its proportion of the rent by bringing people into the shop. It should not be a jumble. Triangles and pyramids of goods were seen quicker than squares, and they should never feature a line not in harmony with the business. Dirty showcards, dead flies, and dust had the same effect on the public that a dirty, untidy traveller had on the chemist. Goods should be accessible so that customers could handle them. This freedom of examination had been proved successful by the large stores, which had their counters loaded up with packed goods. The arrangement of the pharmacy must be with a view to selling. The salesman must be versed in the policy of the business, and should know why certain lines should be pushed. Above all, he should know the goods he was selling. He should be an expert adviser, for customers to-day were well-informed people. Knowing these things would enable the salesman to talk intelligently and to give the customer confidence. The art of salesmanship was to make the customer like the chemist and the pharmacy. The poor should be treated as courteously as the wealthy. Customers who spoke badly or mispronounced should not be corrected. People liked to be taken in turn, and the chemist could never tell the latent possibilities of any particular customer. Some amusing remarks followed on the subject of smiles—smiles which could be done without. Salesmanship did not mean selling more than the customer wanted, but so organising the business as to create good will, so that the customer felt that this was the shop at which he could freely and safely spend money. The securing of good will was the most important function of the salesman, and it was by attention after the sale that the most good will could be secured. In the course of the ensuing discussion general approval was expressed of Mr. Wolff's paper. Mr. A. Eberlin urged that something should be done to keep pharmacy as pharmacy, and above the level of the general trader. The Chairman (Mr. A. E. Beilby) announced that the amount collected in the Nottingham district for the War Auxiliary Benevolent Fund was 273*l*. A vote of condolence was passed on the death of the late President, Alderman R. FitzHugh, who had occupied the position for forty years. Mr. A. E. Beilby has been elected President for the remainder of the year.

Progressive Pharmacy Club.—A whist-drive was held on January 23, when the club-room was filled to overflowing. Eighteen hands were played, and light refreshments were partaken of. The winners of the prizes were Mrs. Keith, Mrs. Offord, Mrs. Harbord, Mr. Evans, Mr. Homniatt, and Mr. Swanstone. The prizes were distributed by Mrs. Keith.

Sheffield.—The jubilee meeting of the Sheffield Pharmaceutical and Chemical Society was held on January 23 at the Royal Victoria Hotel. Mr. A. H. Culverhouse presided, and was supported by Mr. W. S. Glyn-Jones and many old friends. The President, in asking the Secretary of the Pharmaceutical Society to address the meeting, made a suitable reference to that being the first annual meeting after the great war. Mr. Glyn-Jones said he was present as Secretary and Registrar of the Society, and would deal with any matter which was uppermost in the minds of the members present. He was strongly in favour of the Proprietary Articles Trade Association supporting face-value if accompanied with a legitimate profit, but he hoped to visit Sheffield later to discuss P.A.T.A. matters. He then dealt with the resettlement of chemists, and said that out of the 100 men agreed upon as urgently needed for the pharmaceutical service, only a very few had been released; but every effort had been made to speed matters up, and he was pleased to say that signs were visible of an increased number of men being released at an early date. They had also been successful in securing the acceptance of a very much larger list of men urgently needed. He expected that the Government scheme for helping students who had been removed from their studies would shortly be published. It was most desirable that these men, who number some 4,000, should be helped to get on the register; if not, they would as unqualified traders become a source of danger to the

whole craft. It was further hoped, by the offer of employers to engage men who had not been previously in their employ, to fix up every man in the drug-trade now serving in the Army as a "slip man," who, it is arranged, shall be dealt with by the Pharmaceutical Demobilisation Committee in London. The amount already realised for the War Auxiliary Benevolent Fund was 13,000*l.*, of which Sheffield had forwarded 400*l.* Mr. J. T. Appleton asked why certain men for demobilisation had been allotted to Ireland, and whether a legal definition can be obtained in the courts of law of the meaning of the business of a chemist and druggist, as defined by the 1908 Act. Mr. Glyn-Jones said in regard to Ireland it was definitely provided that a member of the Pharmaceutical Society of Ireland should have a seat upon the Joint Committee. As regards the second inquiry, it was a more difficult question to answer. Although he was answerable for the words being placed on the Statute Book, a suitable case had not presented itself on which it would be desirable to take action.—In the evening the annual dinner, which was the jubilee dinner, was held, when many pleasant memories were reawakened and old friendships renewed. Mr. A. H. Culverhouse presided, and had as his supporters six of his predecessors in the chair—Messrs. Eardley, J. Austen, H. Antcliffe, Percy Carr, J. Gilbert Jackson, and H. G. Williams, along with Mr. G. Owen, who as an apprentice attended the first meetings. There were also present Councillor A. Neal, M.P., Mr. Glyn-Jones, Professor Palmer Wynne, Mr. H. Bown (Secretary), and the Vice-Presidents, Messrs. J. H. Hewitt and E. Preston. Mr. J. T. Appleton very ably acted as toast-master. The musical programme was supplied by Messrs. L. L. Fullerton and J. R. Garner and Captain H. J. Eardley, R.A.F. Several chemists attended from the adjoining towns. Councillor Neal, M.P., in proposing "The Pharmaceutical Society of Great Britain," said that it would have been extremely difficult for the present Prime Minister to inaugurate and carry into effect a scheme of national health insurance if there had not been such a body as the Pharmaceutical Society of Great Britain. Mr. Glyn-Jones replied, and proposed "The Sheffield Pharmaceutical and Chemical Society." He paid a high tribute to the work of local Societies, and recalled the fact that the Sheffield body, a veritable patriarch among them, provided the National Society with its first provincial President, the late Mr. G. T. W. Newsholme. "The Sheffield University" was proposed by Mr. J. Gilbert Jackson, and responded to by Professor Palmer Wynne. Mr. J. T. Appleton proposed "The Visitors," for whom Councillor Neal replied. Mr. H. Antcliffe proposed a vote of thanks to the Secretary and artists, which was musically honoured.

Southport.—A meeting of the Southport Pharmacists' Association was held on January 15. The Mayor of Southport (Alderman E. Wood) and Councillor Kennedy, respectively President and Secretary of the Southport Chamber of Trade, attended the meeting, and addressed the members on the work of the Chamber of Trade, and emphasised the reasons why all sections of traders should co-operate in this work, especially in the shaping of municipal policies which concerned the interests of the trading community. After some discussion it was resolved that the Association should be affiliated with the Chamber of Trade. The Secretary reported that he had received subscriptions amounting to 100*l.* 10*s.* towards the War Auxiliary Benevolent Fund. It was decided to place an evening at the disposal of the Propaganda Committee to discuss the possibility of increasing the scope of the Proprietary Articles Trade Association.

Yorks (W. Riding).—A meeting of the Executive of the West Riding County Pharmacists' Association was held at Leeds on January 15. Mr. F. Pilkington Sargeant in the chair. At the last meeting it had been decided to make an appeal on behalf of the War Auxiliary Benevolent Fund to all chemists in the West Riding who are not connected with a local Association. The response to the appeal has not been satisfactory, and it was resolved to send a following-up notice. As the Local Associations Executive will hold a Conference in April, a general meeting of the West Riding Association will be called at Leeds on February 19 to receive suggestions and discuss matters of importance which will come before the Conference in April.

Women Pharmacists.—The London group of the National Association of Women Pharmacists held a meeting on January 14 at Dr. Williams' Library, Gordon Square, W.C. 1, Miss Buchanan in the chair. Mr. H. Skinner, of the Great Northern Hospital, explained the position of pharmacists in regard to a Whitley Council. The audience, being composed of both owners and employes, was keenly critical, but all realised the necessity of being organised. The fact that combination in order to obtain increased

salary and other such benefits is illegal except by members of a trade union, was new to most of those present. Other business was the election of members of Committee, the following being the successful candidates: Miss Andrews, Miss Braithwaite, Miss Buchanan, Miss Dale, Miss Fordyce, Mrs. Freke, Miss Gilliatt, Mrs. Irvine, Miss Maughan, Mrs. Patterson, Miss Sharples, and Miss Sproule.

West Ham.—A meeting of West Ham, East Ham, and Metropolitan Essex District Association of Pharmacists was held on January 16, when Mr. Glyn-Jones, Secretary and Registrar of the Pharmaceutical Society, addressed the Association on *Pharmaceutical Politics*. Referring to the Whitley Councils, he agreed that in pharmacy some machinery is necessary in order to consider the interests of employer and employe, but could not admit that the model of the Whitley Councils was the best thing for the drug-trade. The whole position required careful consideration. The first thing to do was to examine the existing organisation, and to consider how far the Pharmaceutical Society's organisation can be used. Mr. Glyn-Jones, whilst of the opinion that there was a danger of getting organisation-mad, was ready to admit that machinery created in 1841 might not be the best organisation to deal with present-day conditions. The Society existed for pharmacists, not pharmacists for the Society, which did not exist for the sake of officials at the Square. The question of the organisation of the Society was under consideration, but it had been impossible to do anything during the four years of war. He asked the members of the Association to consider what had been done during that time, and claimed their patience for a little longer. He also took the opportunity of paying his tribute to the work done by the Pharmaceutical Committees and Local Association Secretaries, who had given so much of their little spare time to pharmaceutical affairs during the war. There had been criticism because there was no Conference last year, but the fact that Local Associations were not attended so well as in normal times was sufficient proof that, at any rate from an attendance point of view, a Conference would have been a failure. During the next month reorganisation was to be considered by the Committee at the Square. Personally, he was not sure that it is not possible to create new machinery, so that every Local Association would be a branch of the Society. To-day's organisation in pharmacy should be one united thing—the Society aided by the Local Association and *vice versa*. He stated that the Local Associations Executive is part of the Society machine, and hoped that the time would come when no one should be a member of the Society unless he was also a member of a Local Association, and the result would be that in this way it would be quite possible to look after work which might be undertaken by the Whitley Councils. There would be difficulties if the latter were formed for the whole drug-trade, one reason being that there was sure to be a conflict of opinion between wholesalers and retailers. It was necessary to go warily at first, and not sweep in everyone and everything connected with any one industry, otherwise the Councils were doomed to failure. His advice was, not to be rushed off their feet by a catchword, for more depends on the man than on the form of organisation. If the best twenty-one men in pharmacy were directing their affairs depend on them, but if not the best twenty-one, then a system should and could be devised whereby the best twenty-one could be got together. A discussion followed, and Mr. Glyn-Jones was warmly thanked. In replying, he said he welcomed criticism from those who worked for the Society, but objected to criticism from men who took no interest in it.

Gazette.

Partnerships Dissolved.

BAND, A. J., and DUCKWORTH, F., Royal Sutton Mineral Water Works, Holland Road, Sutton Coldfield, mineral-water manufacturers, under the style of Read & Sons.
BARR, A. G., and PATON, D. S., 4 Cullum Street, London, chemical merchants, under the style of Kirkpatrick, Barr & Paton.
WASS, C., Holbeach, and INGAMILLS, C. H., Market Place, Long Sutton, chemists and druggists and wine and spirit merchants, under the style of Wass & Ingamills.

"I CONSIDER that the beneficial uses of opium far outweigh the beneficial uses of alcohol, and that the abuses of opium, of which we have had the sordid details, are not so great as the public have been led to imagine."—Mr. Edward Yeates, F.R.C.S.I., in the "Daily Sketch."

Trade Report.

42 Cannon Street, E.C. 4, January 30, 3 p.m.

THE month closes without any decided improvement in business, there being a continued lack of confidence in the stability of prices of many drugs and chemicals. The consequence is that only immediate wants are filled, and this waiting policy is likely to continue until there are definite signs of a genuine revival in trading. Meanwhile, the agitation for the cessation of Government control of trade goes on, but little progress can be reported in this direction. Bitter complaints continue to be made by exporters—e.g., there is a large stock of Japanese refined slab camphor on this market, which some of the Allies want badly; but camphor is still on the "B" List, and licences are refused, delayed, or cut down to insignificant quantities. Consequently the Continental markets will be forced to buy from Japan direct, and as there is only a limited demand for slab camphor in this country (English refiners want crude, of which they cannot get sufficient), the prospects of a lost market and falling prices have to be faced. The changes in values include a severe cut in the prices of bromides in America (see cable), which has unsettled the market here. Salicylates are still weak, following on the American reduction announced in our last issue, and phenacetin has been dealt in at lower prices. Acetanilide, benzoates, benzaldehyde, guaiacol carbonate, paraldehyde, and terpineol are also among the cheaper products. Among drugs, calumba and chamomiles are lower; ergot has slightly eased owing to arrivals. Buchu is firmer, with the price in U.S. advanced to \$3.00. Honey is cheaper. Menthol and Japanese oil of mint are steady.

As better facilities are being given for the export of spices, including pepper, it is anticipated that a reaction in prices is not unlikely. Black Singapore pepper has been more freely exported, and in consequence has reached a higher price than Tellicherry and Aleppy, which are much better qualities. Ginger continues slow, and prices are lower. Cinnamon meets with a little demand, and unless larger quantities can be exported lower prices are expected, as the home demand is insufficient to relieve the position. Zanzibar cloves are quiet and unchanged, and pimento is $\frac{1}{2}$ d. cheaper.

Higher	Firmer	Easier	Lower
Peppermint oil (N.Y.) Wintergreen oil (true)	Aloes (Cape) Buchu Gum acacia Ilexamine Rape-seed	Barium carb. Barium nitrate Benzaldehyde Calc. acid phosphat Cassia lignea Coca leaves Epsom salt Farina Lithopone Menthol Pepper, white Phenazone Pimento Saffron Salicylic acid Tartaric acid	Acetanilide Agar-agar Ammon. phosph. Anise oil, star Arsenic Benzoates Bromides (N.Y.) Calcium carbide Calumba Casein Chamomiles Copper sulphate Cream of tartar Ginger Guaiacol carb. Honey Lactic acid Lead acetate Lead nitrate Paraldehyde Phenacetin Saccharin shellac Soda acetate Soda bisulphite Soda hyposulph. Soda phosphate Soda salicylate Terpineol Wax, carnauba Wax, veget. (Jap.)

Cablegram.

NEW YORK, January 29.—Business is quiet. Bromides have been reduced; granular potash is 60c. per lb. lower at 50c.; crystals are 65c. lower at 55c.; soda has been reduced by 10c. to 50c., ammonia by 15c. to 55c., and strontium by 10c. to 50c. per lb. Menthol is dearer at \$4.80. Peppermint oil in tins is higher at \$5.25, and true oil of wintergreen (gaultheria) has advanced to \$6.50. Buchu is also dearer at \$3.00 per lb. for both long and short leaves.

Export of Spices.

The Director of the War Trade Department announced on January 24 that he is now prepared to consider applications for licences to export spices, including pepper. Exporters are reminded that it will be necessary for the Department to limit the total quantities of spices exported to Norway, Sweden, Denmark, and Switzerland. All applications for licences to export to those countries should be accompanied by the various certificates issued by the respective importing associations in those countries.

ACETANILIDE is easier at from 3s. 6d. to 4s. per lb., as to quantity.

AGAR-AGAR is from 4d. to 6d. cheaper, No. 1 Japanese offering at from 2s. 6d. to 2s. 8d. per lb. on the spot.

AMIDOPYRIN is steady at from 67s. 6d. to 70s. per lb., as to quantity.

AMMONIA SALTS.—*Muriate* of galvanisers' quality is offered at 48l. per ton in casks. *Nitrate* 98 to 100 per cent. can be had at 90l. per ton in casks, and *chloride* in small crystals at 77l. per ton. *Phosphate* is about 25l. per ton lower, 98 to 100 per cent. offering at 225l. per ton.

ANISE OIL is quiet, with spot sellers of "Red Ship" brand at 5s. 5d., and at 5s. c.i.f. to arrive.

ARSENIC.—The continuous downward tendency is quite in accordance with the views expressed in these columns for several months past. There has been some selling pressure again lately, and business has been reported down to about 75l. per ton delivered London for best Cornish powder. Distinctly more material has been on offer. Comparatively high figures are still mentioned in Northern ports for retail lots up to about 80l., and even more, but 75l. seems a fairly reliable quotation. This figure would represent more than 50 per cent. decline from the extreme highest record registered at one period last year. Freer shipping and reduced requirements chiefly explains the fall in prices.

ASPIRIN is unchanged at from 14s. 6d. to 14s. on the spot, and 12s. for parcels afloat.

BARIUM SALTS.—*Carbonate* is easier, 90 to 96 per cent. in casks offering at 18l. 10s. per ton. *Nitrate* is also easier, powdered in casks offering at 72s. per cwt. *Chloride* crystals are unchanged at 37l. per ton in casks and bags.

BELLADONNA.—English root, testing 0.25, is offered at 2s. per lb., and belladonna-leaves at 3s. net.

BENZALDEHYDE is easier, with spot sellers at 13s. 6d. per lb. BENZOATES.—Benzoic acid has eased down to 16s. 6d. to 16s., and soda benzoate to 18s. 6d.

BERGAMOT OIL is quoted at 26s. per lb. c.i.f. U.K., and 25s. on spot.

BISMUTH SALICYLATE is offered at 16s. 5d. per lb. on spot from the makers, which price has been paid.

BROMIDES.—Another drastic "cut" has been made by American makers (see cable), which has been followed by weak holders of potash offering at very low prices on this market; 4s. 9d. is fair current value for potash.

BUCHU.—A fair odd-bale business is taking place at firmer prices. For good round 8s. 6d. is now asked, whilst clean longs are worth 7s. 3d. and fair green ovals 7s. per lb. London stocks of longs and ovals are almost cleared, and the first arrivals of new crop are not expected to be available for about a couple of months.

CALCIUM ACID PHOSPHATE is easier at 135l. per ton for forward delivery.

CALCIUM CARBIDE.—In reference to the Calcium Carbide Order of 1917, and to the notice of the Ministry of Munitions, dated November 26, 1918, fixing maximum prices and removing certain restrictions on dealings in calcium carbide, notice is given by the Minister of Munitions that on and after February 1, 1919, the maximum prices for dealings in calcium carbide are amended, and shall be as follows for quantities of 110 lb. and over, exclusive of carriage charges—namely, 30l. per ton for lump sizes and 30l. 10s. per ton for granulated sizes up to 15/25 mm.

CALCIUM CHLORIDE.—Solid 70 to 75 per cent. is easier, with sellers at 13l. per ton in casks ex Liverpool.

CALUMBA is lower, with spot sales at 225s. per cwt.

CAMPHOR (REFINED) is steady, with spot sellers of Japanese 2½ lb. slabs at 6s. 4½d. to 6s. 6d. per lb., and for ¼-oz. tablets 7s. 6d. to 7s. 8d. has been paid.

CAMPHOR OIL.—Both white and brown are easier at about 140s. on the spot.

CASCARA SAGRADA.—Fair arrivals have taken place; spot sales have been made at about 155s. per cwt.

CASEIN of industrial quality is offered at 96l. per ton on the spot.

CASSIA LIGNEA is inactive, with sellers of whole selected and broken at 90s. per cwt.

CEDARWOOD OIL has been arriving a little more freely from U.S. on consumers' account; spot value is about 3s. 3d.

CHAMOMILES are cheaper, French offering at 295s. down to 35s. per cwt. as to colour.

CHLOROFORM.—In further reference to last week's paragraph, we are informed by the makers that the advance of 4d. and 3d. per lb. has been made only in the ethylic and nethylyated varieties respectively, and not in the pure B.P. quality, as stated by us. The fourpenny advance in ethylic now makes prices of this variety as follows: Half-ton lots, 8s.; 2½ cwt., 8s. 1d.; 50 lb., 8s. 2d.; and smaller lots 8s. 3d. per lb.

CITRIC ACID is steady at 4s. 7d. to 4s. 7½d. Towards the close of last week several tons changed hands on the spot at a lower figure.

CLOVES are quiet, with sellers of fair Zanzibar on the spot at 1s. 2d.

COCA-LEAVES are easier, with sales of good green Java at 5s. 6d. per lb. Bolivian are scarce and wanted.

COLCHICUM CORM is offered at 5s. 6d. per lb. net.

COPPER SULPHATE.—After going to press last week we heard that the bottom was knocked out of the market quite suddenly for reasons which are somewhat difficult to explain, beyond the continuous unsettlement in copper, and also the complicated outlook in European political conditions. After the market settled down to about 60l. recently all sorts of prices were subsequently quoted by makers down to 50l. net f.o.b., but manufacturers then decided through a mutual understanding to sell at below that figure. There is, however, practically nothing doing, and this quotation is quite nominal. The decision referred to is provisional, and it is quite possible that a more satisfactory basis price may eventually be brought about. Merchants are merely looking for pending developments. Exports are now stated to be free from restrictions with the exception of France, Sweden, Norway, Switzerland, Holland, Russia, and Denmark.

CREAM OF TARTAR is lower at from 360s. to 370s. per cwt. on the spot.

CREOSOTE CARBONATE is very firm and scarce at about 60s. per lb. and at 100s. afloat.

EPSOM SALT.—Druggists' quality in kegs is offered at 18l. per ton.

ERGOT.—A limited quantity of good Spanish is now landing, for which 7s. 9d. to 8s. per lb. is asked.

FARINA is dull and about 5s. lower, No. 1 Japanese offering 42s. 6d. on the spot, and January-March shipment at 4s. c.i.f.

GALBANUM is offered at from 3s. 6d. to 3s. 9d. per lb., as quantity.

GAMBOGE continues slow of sale at 40l. per cwt. for fair light Siam pipe.

GENTIAN has sellers on the spot at 70s., and slightly less quantity.

GUAIACOL CARBONATE is lower, with spot sellers at 65s. 6d., as to quantity.

GUM ACACIA has shown more inquiry at fluctuating prices. Sudan sorts offer at 65s., up to 85s. being asked for good.

HEXAMINE has been sold as low as 4s. per lb., but sellers now quote 4s. 9d. to 5s., and some ask 5s. 6d.

HONEY is lower, with importers meeting buyers in regard to prices owing to the good stocks and the fact that Australia is shipping large quantities. Chilean can be had at 5s., Jamaica at 110s., good set Australian and Cuban at 2s. per cwt.

LACTIC ACID is about 3l. per ton lower, technical 50 per cent. in barrels offering at 115l. per ton on the spot.

LEMON OIL.—New crop for shipment is quoted at from 2d. to 6s. 3d. per lb. c.i.f., according to shipper, and on the spot prices are from 5s. 6d. to 5s. 10½d. A Sicilian vice states that shortly after the armistice was signed speculators and others, calculating on a sudden increased demand for export, and reckoning that the Government intervention would greatly help in clearing off existing stocks, drove up prices to an unjustifiable extent, the demand not being such as to give a sound basis to inflated prices. The Government also showed less interest in requisitioning supplies. Subsequently, fearing a complete withdrawal of the Government from the market, holders showed a greater readiness to sell, and the market declined, especially as the foreign demand appeared on a small scale only. Present prices, owing to the enormously increased cost of labour, are considered fairly normal.

LINSEED OIL.—The substantial reduction which was recently made in the official price of linseed is certainly indicative of much better supplies coming forward, and resources in by-products are steadily increasing, while more regular clearing amongst crushers is now assured. Certain quantities have been disposed of at auction, but the modification of the regulations reveals the fact that sales are still a matter of agreement under official sanction. The reduction in the price of Bombay linseed amounted to 10l. 15s. per ton.

LIQUORICE JUICE.—Genuine Italian block has been sold on the spot at 320s. per cwt.

LITHOPONE is easier, 30 per cent. white American offering at 55l. per ton in casks on the spot.

MENTHOL continues steady, with small sales of Kobayashi-Suzuki at 20s. on the spot.

MINT OIL.—Japanese demethylolised is quiet, with sellers of Kobayashi-Suzuki at 5s. 4½d. per lb. on the spot, at which business has been done.

NAPHTHALINE.—Current prices are: Flakes, 29l.; marbles, 68l.; tablets, 65l.; and candles, 74l. per ton.

ORANGE OIL.—Sicilian sweet is quoted at 13s. 6d. and bitter at 13s. per lb. c.i.f. U.K.

PARALDEHYDE is lower, with spot sellers at from 6s. to 6s. 6d. per lb.

PEPPERMINT OIL.—Finest American in tins is obtainable at 27s. on the spot, and 23s. to 24s. to come forward. Small sales of H.G.H. have been made at 32s. 6d. London terms, which price is also quoted for forward shipment.

PETROLEUM JELLY.—Yellow is offered at 70s. per cwt. in barrels on spot.

PHENACETIN continues depressed, sellers offering at 14s. to 15s. per lb.

PIMENTO is quiet and ½d. per lb. easier, with spot sellers at 4d.

POTASH SALTS.—Carbonate is offered at 160l. per ton for 80 per cent. in casks. Chlorate is 2s. 1d. per lb. for powdered and 1s. 11d. for crystals in kegs on the spot. Yellow Prussiate is 2s. 8d. to 2s. 9d., as to quantity. Permanganate of American or Japanese make is quoted at from 7s. to 8s. 6d. as to seller, and British in ton lots is offered at 5s.

SACCHARIN.—There is practically no demand at the moment, and prices are very irregular, some holders being anxious to clear their stocks, consequently there are offers at from 150s. to 160s. per lb., duty paid, for American 550 pure, but the position is such that buyers pay no attention. There appears to have been some very heavy arrivals lately from New York, which point to the embargo having been removed. This fact appears to have quite unsettled the market. The Saccharin Distribution Committee invite tenders from consumers. (See p. 41.)

SAFFRON has sellers at 44s. 6d. net on spot for finest Valencia, being easier.

SALICYLATES remain weak, B.P. salicylic acid powder offering at 3s. 6d. or a trifle less. Soda salicylate is quoted at from 4s. 6d. to 4s. 9d.

SENEGA has sellers at from 5s. 9d. to 6s. per lb., as to quality, and to arrive 5s. c.i.f. is quoted. New York (January 9) reports a very strong market at 95c. to \$1.00.

SHELLAC is dull and lower, with usual standard TN quality offering at 270s. per cwt. on the spot, and in bags at from 261s. to 265s.; fine Orange is quoted 340s. to 350s. per cwt. AC Garnet is 265s. to 275s. for hard block to cakey.

SODA SALTS.—Acetate is about 20l. per ton lower, small crystals for prompt delivery offering at 110l. per ton. Bisulphite is also lower, 60 to 62 per cent. powder offering at 36l. per ton in casks. Hyposulphite is quoted at 20l. per ton for commercial and at 30l. per ton for pea crystals in bags and casks. Electrolytic Nitrite is easier at 69l. per ton for 96 to 98 per cent. Phosphate can be had at the reduced price of 52l. per ton for 97 to 100 per cent. commercial crystals in casks. Carbonate is 4l. 7s. 6d. per ton in 2-cwt. bags f.o.r. at works in contract quantities, and Bicarbonate ranges from 7l. 5s. to 10l. per ton, according to terms of delivery.

SULPHONAL is still very scarce, and 130s. would be readily paid if supplies were obtainable.

SYRUP.—The Royal Commission on Sugar Supply desire to make it known that, except as regards the provisions of the Syrup, Liquid Glucose, and Molasses (Prices) Order of November 16, 1918, all restrictions limiting the importation and sale of syrup, molasses, and other articles of like nature and use will be removed on and after Monday, February 24, 1919. The prices at present in force—viz., 60s. per cwt. for syrup and refined treacle in barrels, 80s. per cwt. for syrup and refined treacle in containers, 45s. per cwt. for molasses for manufacturing purposes only, 15s. per cwt. for molasses in bond for cattle-feeding and distilling—with such additions and variations as are allowed by the Order referred to, will remain in force as maximum prices only. It is hoped that an increase in supplies will make it possible for the Royal Commission and others to sell at a lower figure.

TARAXACUM.—English dried is obtainable at 100s. per cwt. gross for net.

TARTARIC ACID is a trifle easier at 3s. 7½d. on the spot.

TERPINEOL is cheaper, with spot sellers at from 5s. 6d. to 6s. per lb.

WAX, CARNAUBA, is about 10l. per ton lower, chalky grey offering at 365l. and fatty grey at 330l. per ton.

WAX, VEGETABLE.—Japanese is dull of sale, with spot sellers at 80s. per cwt.

Arrivals of Chemicals, Drugs, etc.

The following arrivals have taken place at various British ports:

To London		
(Jan. 13 to 25).		
Acetone (Phila.), 983 drms.	Gums: acacia, 1,266; copal, 1,073 cs. 28 bks.; damar, 230 cs.; karaya, 572 bgs.; oliba-um, 50 cs.; tragacanth, 365 bgs. 139 cs.	Quinine (Java), 1,400 cs.
Albumen and egg-yolk, 2,408 cs. 250 brls. 1,358 cks.	Monazite sand (India), 1,123 bgs.	Soda benzoate (N.Y.), 10 kgs.
Alcohol, rect. (Durban), 601 drms.	Oils, essential: anise, star, 360 cs.; cassia, 40 cs.; citro-ella (S'pore.), 25 drms.; lavender (Fr.), 23 cs.; patchouli (Jp.), 5 cs.; not described (Sp.), 9 drms. 9 cs. (Fr.), 104 cs.	Soda nitrate, 31,054 bgs.
Alcohol, wood (Phila.), 187 drms.	Oils, fixed: coconut (Cey.), 810 pps. 104 pns. 72 hds. 36 pkgs.; (Cal.), 11,757 pkgs. 5,484 cs.; fish (Jp.), 786 cs.; sperm, 55 brls. 52 drms.; tea-seed oil (Jp.), 140 brls. (Ch.), 100 cs.; turpentine (Fr.), 500 cks.; whale, 805 drms.; wood, 300 cs.	Sulphur (Jp.), 50 bgs.
Almonds (Sp.), 1,203 cs. 58 bgs. (Port.), 725 serons	Perfumery (Fr.), 60 jars, 26 cs.; floral waters, 40 cbs.; synthetic (Fr.), 6 cs.	Tannic acid (Jp.), 3 cs.
Antimony ore, 3,452 bgs.	Petrolatum, 239 brls.	Terpincol (N.Y.), 51 cs.
Casain (B. Ayres), 500 Can. hew nuts, 9 9 bgs.	Seeds: castor (E.I.), 39,931 bgs.; coriander (E.I.), 110; cotton (Alex.), 8,085 tons, 2,000 bgs.; lin. (Cal.), 49,252 pkgs.	Drugs (N.Y.), 113 pkgs.; herbs (N.Y.), 30 brls.
Chemical products, etc., unrated (Fr.), 35 cs.	Spices, etc.: capsicum, 27; cassia flour, 667 bgs.; chillies, 96; (E. Af.), 48 bgs.; cinnamon, 1,132 bgs.; cloves (B'bay), 3,542 bdls.; ginger (Jp.), 170 cs. 2,420 bgs. (Coch.), 430 bgs.; mace, 20 cs.; nutmegs, 200 bgs.; pepper, blk. (B'bay), 2,224 bgs. (Coch.), 175 bgs. (H. Kong), 180 bgs.	Balsam tolu, 15 cs.
Argol (Fr.), 138 bgs. (Cape), 300 bgs.	Starches: dextrin, 1,500 bgs.; farina, 4,819 bgs.; rice, 32+ bgs.	Benzoin (S'pore.), 38 cs.
Arsenic (Amst.), 200 cs. (S'pore.), 104 cs.	Stick-lax (S'pore.), 76 cs.	Calabar beans, 41 bgs.
Aspirin (N.Y.), 13 pkgs.	Wax, bees' (E. Af.), 109 bgs. 40 bdls. 67 pkgs. (Natal, etc.), 330 bgs. (Rio, 80 bgs., not described (U.S.), 20 brls.	Camphor slabs, 25 cs.
Benzoic acid (N.Y.), 41 brls. 4 kgs.	Wax, paraffin, 877 brls.	Cantharides (Ch.), 80 cs.
Camphor, 200 cs.	Wax, sugar cane, 150 bgs.	Cascara sagrada (N.Y.), 1,841 sks. 363 bgs. 17 brls.
Cream of tartar (Fr.), 320 cks. (Sp.), 120 brls.	Wax, veget. (Jp.), 190 cs.	Cinchona (W.C.S. Amer.), 386 brls. 48 cs. (Java), 1,247 brls.
Milk-sugar (N.Y.), 60 brls. (R'dam.), 130 cs.		Cocaine (Cristobal), 40 cs.
Pot. bromide (Jp.), 23 cs.		Insect flow. (Jp.), 5 bls.
Pot. chlor. (Swed.), 60 kgs. (Fr.), 40 cks.		Kola (W.C. Af.), 37 bgs.
Pot. permang. (Jp.), 55 cs.		Liquorice (It.), 20 cs.
Quinine hydrochlor. (S'pore.), 3 cs.		Menthol, 22 cs.
Quinine sulph. and salicyl. (R'dam.), 27 cs.		Quillaia, 1,036 bls.
Quinoidine (R'dam.), 40 drms.		Sarsaparilla (N.Y.), 10 bls.
Saccharin (N.Y.), 5 cs.		Dyes, dyeing and tanning materials, etc., fustic (Jam.), 115 tons; logwood, 90 tons; logwood ext. (Jam.), 950 cks.; orchella weed, 50 bls.; tanning bark (Natal), 12,746 bls.; tanning ext. (Fr.), 395 cks.
Terpincol (Fr.), 2 cks.		Egg melange, 266 cs.; egg-yolk powder, 955 cs. 1,027 pkgs. 47 cks.; albumen and egg-yolk, 112 cs.; albumen, 136 cs. 50 pkgs.
Drugs, etc., unrated (Fr.), 38 cs.; medicines (U.S.), 6,840 pkgs.; pharm. products (Fr.), 43 crts.		Glucose, 1,175 brls.
Aloes (Cape), 6 cs.		Honey (Jp.), 13 brls. (Jam.), 440 cks. (Belize), 26 pkgs. (N.Y.), 250 cs.
Belladonna - leaves (B'bay.), 1 cs.		Magnesia (N.Y.), 200 bxs. 150 crts.
Benzoin (S'pore.), 127 cs.		Magnesite (Limni), 4,550 tons
Calumba, 299 bgs.		Oils, essential (N.Y.), 64 cs. 3 drms.; anise, star, 300 cs.; capout (Java), 25 cs.; camphor, 900 cs.; cedar-wood, 5 drms.; lavender (Sp.), 9; mint (Jp.), 418 cs.; patchouli (Jp.), 8 cs.
Camphor, 300 cs.		Oils, fixed: fish, 325 cs.; hardened (Jp.), 300 cs.; olive (Malaga), 2,932 brls.; palm, 2,274 cks.; tea-seed, 310 cs.; turpentine (Port.), 200; wood, 334 pkgs.
Cardamoms, 20 cs.		Perfumery (Fr.), 30 cs.
Dagga, 99 bls.		Resin (U.S.), 1,653 brls.
Dragon's blood (S'pore.), 59 cs.		Saccharin (N.Y.), 7 bxs.
Ergot (Port.), 20 bgs.		Seeds, etc.: castor (E.I.), 7,000 bgs.; copra, 264 bgs.; lin. (B. Ayres), 1,400 tons, 28,157 bgs.; ground nuts, 16,279 bgs.; palm kernels, 71,286 bgs. 1,427 tons
Galls (Ch.), 157 cs.		Soapstone (It.), 6,650 bgs.
Henna, 18 bgs.		Soy (Jp.), 55 pkgs,
Insect flow. (Jp.), 13 bgs.		
Lavender flow., 3 bls.		
Nux vomica, 1,102 bgs.		
Opium (B'bay.), 200 cs.		
Senna (Alex.), 54 bls.		
Stramonium (Lisbon), 12 bgs.		
Turmeric, 1,827 bgs.		
Valerian (R'dam.), 19 cks.		
Dyes, dyeing and tanning materials: aniline dyes and colours (Fr.), 74 cks. 4 cs.; cochineal, 205 bgs.; cutch, 500 bgs.; gall ext., 44 cs.; myrobalans, 1,000 pkgs.; wattle bark, 31,887 bgs. and bls.; wattle ext., 16,396 bgs.		
Glucose, 1,199 brls.		
Honey (Jp.), 424 cs. (C. Town), 232 cs. (Rio.), 69 cs.		

To Liverpool

(Jan. 13 to 24).

Almonds, 3,582 pkgs.	
Antim. ore, 3,337 bgs. 817 sks.	
Barytes sulph. (Sp.), 80 bgs.	
Bronze powder, 123 cs.	
Carbon, black (N.Y.), 38 cs.	
Casain (B. Ayres), 50 tons	
Chemical products, etc.: Argol (It.), 85 bgs. (Port.), 921 bgs.	
Aspirin (Jp.), 10 cs.	
Benzoic acid (N.Y.), 10 kgs.	
Boric acid, 9 brls.	
Calc. borate, 23,504 bgs.	
Glycerin (Port.), 10 drms.	
Pot. chlor. (Fr.), 1,740 kgs.	
Pot. iodide (Jp.), 10 cs.	
Pot. permang. (Jp.), 40 pkgs. 15 cs.	



Thermogene Wool.—A Disclaimer.

SIR,—We greatly regret that by a most unfortunate oversight, for which we alone are responsible, the well-known proprietary article Thermogene wool is advertised in *The Chemist and Druggist* of this year as one of the articles manufactured by the Standard Tablet Co., Ltd. Thermogene wool is so well known to the trade, and to manufacturers of this article are so deservedly popular with the trade on account not only of the merits of the article, but also because of the very liberal business principles of the company, that this unfortunate slip is not likely to cause any confusion as to the real origin or ownership of this article. Nevertheless, as a matter of courtesy we think it incumbent upon ourselves to say that the Thermogene Co., Ltd., are sole proprietors and manufacturers of Thermogene wool, and also have the sole right to the use of their registered trade-mark "Thermogene," and that we are not in any way whatever concerned in its manufacture. The only explanation that we can offer of this oversight is that the list of our preparations which we sent you for insertion in *The Chemist and Druggist* was prepared at a time of extreme pressure, and we were unable to give the usual care to the proof of the advertisement.—Yours faithfully,

Hove.

THE STANDARD TABLET CO., LTD.

Insurance Dispensing Profits.

SIR,—I am quite of the opinion of "Out-for-a-Living Pharmacist" (*C. & D.*, January 18, p. 55) that Insurance dispensing does not pay, and for this reason—that the requirement of the East Suffolk Insurance Committee to attend another hour daily, for the purpose of dispensing for patients who attend at the doctors' consulting-rooms at 6 to 6.30 in the evening, to a fifty and a-half hours' service is quite unnecessary. I have had during my fifty year business experience nine of them with doctors, and we know the kind of men the old clubbers were who came the evening—i.e., that they were mostly chronic and urgent cases. The medicines prescribed for them in consequence could with equal convenience be dispensed the following morning. This is a democratic age, and the doctors must fall in line with it: for instance, why should they not get their midday meal at the same time as the *bourgeoisie* do, and their afternoon tea at 4.30 or 5? They would leave plenty of time to dispense for the urgent cases before 6.30. In our case, where three chemists are on the panel, it means eighteen hours a week extra, and at an hour, to include light and heat. *Le jeu ne vaut pas chandelle*. For this reason we unanimously asked to be taken off the panel. I am glad to say that under the Summer Time Act we look forward, as in the past year to a delightful summer evening for recreation. I hope to see other towns following our example of early closing.

Yours, etc.,

GEO. JAS. GOSTLING

Stowmarket.

The Need for Drug-stores.

SIR,—The suggestion that drug-stores are necessary is ridiculed by "Xrayser II." He has evidently forgotten the coroner or doctor who expressed the opinion that even dispensing chemists are unnecessary, and sometimes a public danger. After all, the necessity of a business is best judged by its success or otherwise. No drug-store man need worry for a back-door entrance to the chemist's preserves. There is so much in the average chemist's stores that can be equally well by "tradesmen of a lower standard" of education; and in working-class districts the public find tradesmen much more easy to approach than the "M.P." So drug-stores flourish in all large towns. They are convenient, therefore necessary. "Minor Man," who books, paid college and examination fees, and lived (!) the balance out of 35s. per week is a rare example of "Xrayser II.'s" man of grit (students' grit). I am full of admiration for him. There is, however, grit of a practical kind in the drug-store man who conducts his business legally and successfully in face of qualified opposition. Some men are not the weaklings "Minor Man" would make them out to be. Also, it is to be remembered that the list of one of the largest firms of retail chemists came in the ranks of the great unqualified. The majority of drug-store proprietors have nothing to fear from the secret agents of the Pharmaceutical Society. The "Inquisition" suggested by one of your correspondents will not meet with the approval of many chemists and pharmacists; such method is un-English and contemptible.—Yours truly,

LIVE AND LET LIVE. (36/3)

The New Exams.

SIR,—You say we ought to address any objections to the Privy Council, who have now the matter in hand. But what's the use? There is every evidence that the trade is not interested at all; and just as much evidence at every Pharmaceutical Council meeting that the members are quite unaware of what is going on in educational circles with regard to all examinations. Years ago a prominent member of Parliament said, in regard to education, that all Preliminary examinations are to be scrapped in favour of one or two recognised examinations." Following out that plan, Mr. Fisher, the Minister for Education, appointed a Committee some six months ago to deal with this very subject, the outcome of which is the new War Office examination, which so badly upset the Pharmaceutical Council at their last meeting. What was good enough for the universities of Manchester, Liverpool, Leeds, etc., was not good enough for the Preliminary examination for pharmacy. We have been done out of Latin, but we are not going to give way to the loss of our algebra and geometry! Although, let me whisper in your ear, nine-tenths of the councillors were never asked to pass in such subjects, because our old Preliminary did not require it. And then, swearing they would never consent, consented." But the very fact of opposition will save their faces for the next election in May 1919. Now here is where their ignorance of educational ideas comes in. All the big monthly reviews, such as the "Fortnightly" and "National," to mention only two, have been having a series of articles since June 18 on Education by well-known men like Sir Oliver Lodge, C. H. P. Mayo, and others; and all of these are dead against higher mathematics being pushed in to every scholar, and they all without exception recommend what the War Office examination calls elementary mathematics for every scholar, but only those who show special aptitude to be pushed farther on in that subject. The drug-trade does not require the subject at all, and the insistence on it for the last twenty years has created the least unqualified, just as Thomas Maben predicted long ago it would do. The British Government, in its slow, ponderous way, has evolved this special War examination, and our leaders are so ignorant of contemporary thought that they oppose it. If the "Daily News" had printed the articles, then our parish-pump councillors would have been them, but it is perhaps rather too much to expect them to read monthly reviews. As Bernard Shaw said about the museums, these monthly magazines are "The teachers of the teachers of the teachers who teach the students." So we need not expect our futile and footling Council to know about these things. I am tempted to give extracts from these fine articles, but though many of your readers will appreciate them, they will, I fear, be wasted on the Pharmaceutical Council:

"They only learn who think."
 "Examinations must follow teaching, not lead it."
 "Mathematics has no right to occupy so large a portion of the student's time."—*Mayo*.
 "The defects of English education—especially its obscurity and its contempt of the useful and the necessary—have brought it into disrepute with practical men."
 "English education designed by clergymen and classical scholars for the use of a leisured class."
 "The advance of nations depends on the spirit which education in the widest sense of the word has raised among them."—*Sir Oliver Lodge*.
 The Council's whole record shows that they have been misled by arguments which are all contrary to human experience: (1) They fought Boot for thirty years; (2) they fought the agri-hortic. licences; (3) they fought the doctors' public and toadied in private; (4) they fought the H.I. Commissioners over stock mixtures; (5) they have led the Privy Council over Army and Navy dispensers. They have lost every time—and deserved to lose. They will fight on. We know that—(1) they are up against the medical crowd over the word "chemist"; (2) the Privy Council will have something to say over these new fees; (3) they will be up against the N.H.I. Commissioners again; (4) and up against the doctors, too, if they carry any "hot air" on the Apothecaries' Hall. Mr. Currie, present President, knows nothing of English trade of pharmacy, and he has the conceit to think that he can fasten on England the separation of dispensing from medical pharmacy, which may suit Scotland all right, but not England. None of us in working-class districts wants it; we have had enough of Insurance dispensing.—Yours,

JAY MACK.

Perp (81/9) writes: The idea of the new by-laws seems to be to buy off the opposition of the present generation of chemists who are in a position to register as apprentices

or students before the end of this year. Will all the assistants in the Army be demobilised before then? It is quite likely that all those in the R.A.M.C. will not have been released, as they are not affected by the "duration of the war" expression in the same way as are infantrymen and other combatant units. The scheme recently put forward for disabled men who wish to take up pharmacy mentions an examination-fee of ten guineas, and there is apparently no provision for increasing the grant made by the Ministry of Pensions. The official School of Pharmacy is said to be too full to take any more students for months to come, and if other schools are in like position it is rather a bad look-out for demobilised students of pharmacy.

Reforms Wanted.

SIR,—The following are a few things that require to be done for chemists' benefit:

1. No State interference with our business; let us be free, not fixed salaried State dispensers.
2. All chemists who have passed their Qualifying examination (I object to the word "Minor") and are in business for themselves, or managers in sole charge of a shop, to be exempt from jury service.
3. Title of a qualified man to be "Chemist and Pharmacist" or "Pharmaceutical Chemist"; all the other titles, such as "Chemist by examination," etc., to be dropped.
4. Three-halfpenny patent-medicine stamp to be reissued for articles value 6d.
5. Income-tax allowance for wife and children should be equal to 10l. cash per head (it costs more than this to keep them), if the State requires children.
5. Dispensing-charges to be fixed. I suggest: Ordinary retail price of drugs, plus dispensing-charge 6d. per bottle, and plus charge for the bottle. A minimum to be charged for mixtures: 4 oz., 1s.; 6 oz., 1s. 3d.; 8 oz., 1s. 6d., for ½-oz. doze. The dispensing-fee should be extra to retail price, as it is work done by skilled labour extra.
6. Assistants to have fair pay for work. Work to be forty-eight hours per week at most. This can be, and is, done at most shops now.
7. If we cannot get face value for patents, let us try and arrange that we get 20 per cent. off selling price at least. Clarke's Blood Mixture costs 2s. 4d., sells at 2s. 6d.—hardly a living profit.

Yours faithfully,
 P. G. C. (235/39.)

Early Closing.

SIR,—In the Irish News (*C. & D.*, January 25, p. 36) reference is made to the Early Closing Order in Derry. I think the idea a good one that nothing but medicines be sold after a certain hour. Chemists in the past truckled too much to the general public, and welcomed them with a smiling face, even if rung down in the middle of the night for a trifle like a dose of salts. There is no need for that now, and chemists have a chance at present to give the business more of the professional air that it is justly entitled to.

Faithfully yours,

Londonderry. JOHN MAXWELL.

A Chemist-Photographer's Experience.

SIR,—In these days of shortage of supplies and assistants it is truly helpful to receive a grateful letter from a customer. Perhaps the following, which was handed to us the other morning with a box of plates, will be of interest to readers of the *C. & D.*:

Please develop the six plates in box at your very earliest. Kindly note these are special rapid orthochromatic and sensitive to ruby light nearer than three feet. I trust you will take great care not to get nearer to your light than this, as two of them I cannot repeat, and have spoilt several in getting too near myself. If you have an orange glass as well to put in lamp it would be safer perhaps. I rather think two of these are failures, as my shutter stuck twice. However, do not proceed with them if useless to do so. There should be four good negatives, and will look in this afternoon to see how you have got on and when some will be dry. If you do these all right, shall want some more done shortly. Thanks for use of dark-room last Saturday.

The thanks refer to a plate-changing transaction, when the customer brought in a packet of plates purchased at the stores and used our dark-room free of charge. I did not attempt the development of such valuable plates, but returned them with regrets that as I had only had twenty years' experience I had not yet learned to take first-class photographs with a camera in which the shutter stuck at the moment of exposure.—Yours faithfully,

CHEMIST-PHOTOGRAPHER. (199/8.)

"As a commercial traveller—associated with the trade for over a quarter of a century—I consider the *C. & D.* an essential part of my equipment."—*A. N.* (6/29).

Subscribers' Symposium.

The Word "Dope."

I think, writes Mr. H. C. Meyrick, L.P.S.I., Liverpool, you will agree with me that it would be more strictly correct if people generally employed the word "dope" now in everybody's mouth when referring to a narcotic or stupefying drug, instead of "drug," as the latter implies any ordinary medicine dispensed alone or in combination.

Wants free Samples.

A Birmingham chemist (17/58) sends us some requests he has received from a person residing at Buckingham for "liberal free samples" of Ucal hair-tonic and Dr. J. Collis Browne's Chlorodyne. The applicant, who writes on small pieces of paper, explained in one of the several communications that he has "been on the sick-list for a long time, but there is (*sic*) hopes of recovery to health." The letter was unstamped. Other chemists may be receiving similar requests.

Legal Queries.

Most difficulties in trade law are explained in the legal section of "The Chemist and Druggist Diary," 1917, beginning on page 353.

Salicin (31/74).—THE TITLE "PHARMACIST" is in Great Britain reserved to pharmaceutical chemists (by the Pharmacy Act, 1852), and to chemists and druggists (by the Poisons and Pharmacy Act, 1908). The use by another person or by a limited company is illegal.

C. T. C. (22/4).—MEDICINE STAMP ACT.—If the words "Quinine and Cinnamon" form an adequate disclosure of the composition of the tablets, they may be sold by chemists as "known, admitted, and approved" remedies within the meaning of the schedule of the Medicine Stamp Act, 1812.

A. F. (29/65) asks what stamp-duty is payable upon "an agreement for the loan of 550l." [Without seeing the document it is impossible to say what stamp-duty is payable. The document should be sent to or presented at the nearest Inland Revenue stamping-office, where the amount of the duty payable can be assessed and the necessary stamp impressed.]

A. T. (36/46).—The certificate of an assistant to an apothecary states upon it that the holder is only qualified to dispense for an apothecary. It does not entitle the holder to sell poisons either *per se* or contained in medicines dispensed. It is illegal to carry on a chemist's shop without a qualified person in charge. The qualified person referred to is a pharmaceutical chemist or a chemist and druggist.

Enquirer (31/48) asks how he is to obtain a certified copy of an agreement prepared by a solicitor on the transfer of a business, and what would be the probable cost of the copy. ["Enquirer" has no right to demand a copy of the agreement unless he employed the solicitor who prepared it. The solicitor would, however, probably supply a copy of the agreement at a cost of 4d. per folio (seventy-two words), with or without an additional charge for incidental letters.]

T. V. (253/17).—BUSINESS NAMES.—Where the name employed by a firm is not the "true surnames" of all the partners "without any addition other than the true Christian names of individual partners or initials of such Christian names," the firm must be registered under the Registration of Business Names Act. From this you will see that "Thomas Jones & Son" cannot be used unless the firm is registered, as "Son" is not a "true surname." The partners' names must also be given in "all trade catalogues, trade circulars, and business letters."

G. S. (28/50) is the tenant of premises in a country town in England which are rented at 28l. per annum and "assessed" at 24l. Is his landlord entitled to increase the rent? [Assuming that the premises are a "dwelling-house," and that their rateable value does not exceed 26l., the landlord is debarred by the Increase of Rent and Mortgage Interest (War Restrictions) Act, 1915, so long as it remains in operation, from increasing the standard rent except in the following circumstances: If since the outbreak of war he has spent money on improvements (as distinct from ordinary repairs), he may increase the rent by not more than 6 per cent. per annum on the amount so expended; or if he pays the rates on the premises and the rates have been raised, he may increase the rent by the extra amount he has to pay in consequence. In any case the landlord is not entitled to raise the rent contrary to the terms of the existing tenancy.]

G. B. J. (28/60) wishes to know what, if any, excess-profits duty he is liable to pay. A year ago he bought his chemist business for 700l., made up of 400l. for stock, 200l. for fixtures, and 100l. goodwill. He estimates his profit for the year at 1,000l., which includes 100l. for increase in the value of stock. His predecessor in the business was assessed for income-tax at 400l. [This is a case of a succession to a business, and the price paid for it may therefore for the purposes of this tax be disregarded, but an application must be made to the Surveyor of Taxes to have this business assessed as a succession, and not a new business. Assuming that the pre-war standard of profits of his predecessor was 400l., the assessment for excess-profits duty of "G. B. J." will be as follows:

Profits for accounting year	...	...	...	...	900
Pre-war standard of profit	...	...	...	...	400
					£500
Less statutory allowance	...	...	...	...	£200
Small trader's allowance $\frac{1}{3}$ (2,000l.—900l.)	...	...	...	...	220
					420
					£80

Eighty per cent. on 80l. gives 64l. excess-profits duty to be paid.]

Miscellaneous Inquiries.

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

P. B. (35/60).—PACKING OINTMENTS.—The grease with which ointments are compounded generally prevents the medicaments (zinc, lead, or mercury), from acting on the metal of the boxes in which they are packed. (2) BOOKS OF SYNTHETIC PERFUMES.—Gattefossé's "Agenda de Chimiste Parfumeur" (7fr. 50c., "Parfumerie Moderne," 19 Rue Camille, Lyons), is the most recent book dealing with synthetic perfume manufacture.

Sticky (30/47).—The use of cream of tartar or vinegar in making toffee is supposed to make the product hard.

Rusticus (239/10).—HOME-MADE CHOCOLATE.—See *C. & D.* October 5, 1918, p. 52. A simpler formula is to mix milk cocoa with melted cocoa-butter.

W. M. E. (27/65).—BOOKS ON MATERIA MEDICA.—The following are good: Southall's "Materia Medica" (Churchill, 7s. 6d.); Greenish's "Text-book of Materia Medica" (Churchill, 15s.); Humphrey's "Materia Medica" (Kimpton, 6s. 6d.).

C. B. D. (32/6).—THEATRICAL COLD-CREAM.—The following is the formula you require:

Spermaceti	...	...	...	8 oz.
White wax	...	...	...	24 oz.
Liquid paraffin	...	...	...	128 oz.
Borax	...	...	...	2 oz.
Water	...	...	...	64 oz.

Perfume as desired

Melt the wax on a water-bath, add the spermaceti, and when it is melted the liquid paraffin. Dissolve the borax in the water at 140° F., add to the melted mixture, place the container in cold water, and stir well until cold, add the perfume towards the end.

Retrospect of Fifty Years Ago

Reprinted from "The Chemist and Druggist," Feb. 15, 1866

What is "Milk of Sulphur"?

Dr. Attfield says it is precipitated sulphur, adulterated with plaster of Paris; Dr. Redwood contends that calcium sulphate is not an adulterant, but an essential constituent of the commercial article. Our occasional correspondent, Mr. F. White, referring to the question upon which these doctors differ, states that some years ago he tried vainly to induce his East-end customers to purchase pure precipitated sulphur. "It was useless talking about purity," he says, "so I calcined two ounces of the ordinary milk sulphur, and used the residual sulphate to take a cast from a medallion. This cast I kept to show to customers as a sample of what they took into their internals." In spite of our friend's ingenious device for instructing his customers they would not buy the pure sulphur.

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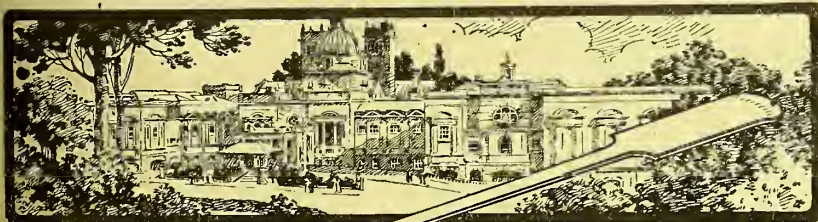
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Owing to the Influenza Epidemic prevalent in many places during the dates of our last Bonus Offer in December, we have received many letters requesting the bonus on these grounds. I am, therefore, renewing the offer to **All Chemists**, on the dates specified, to meet the difficulty. Harley's Three Salts is the surest solvent for Uric Acid, and ensures satisfied customers. Attractively packed & steadily advertised, it is a ready seller. Send your order now with **15/10**. This offer yields **60 % Profit**. P.A.T.A.

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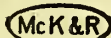
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Vide THE LANCET, Jan. 19, 1918, pp. 99 and 109.

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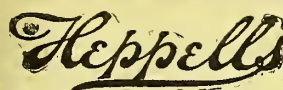
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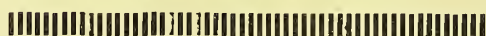
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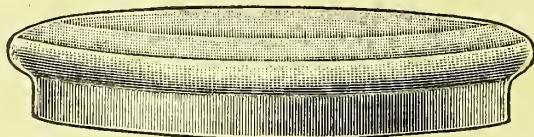
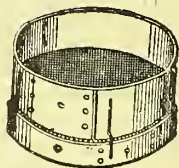
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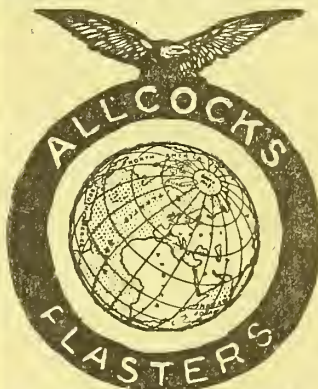
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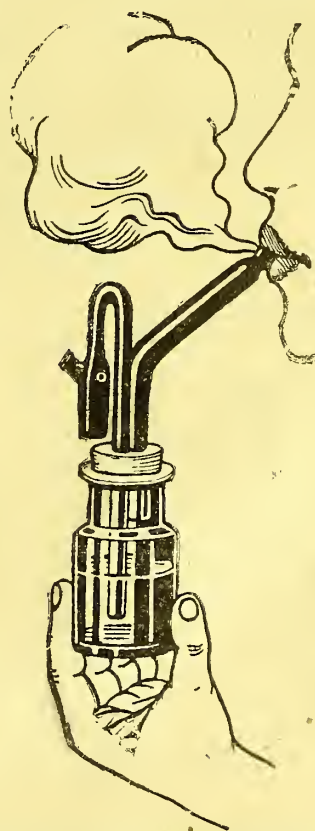
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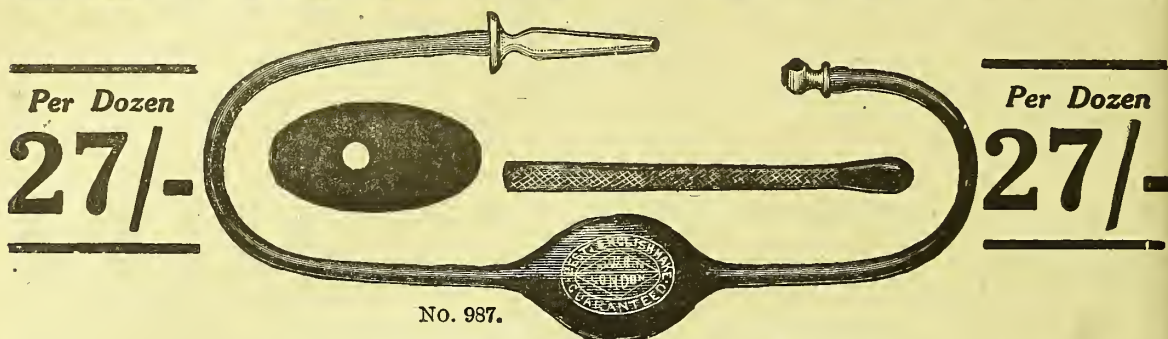
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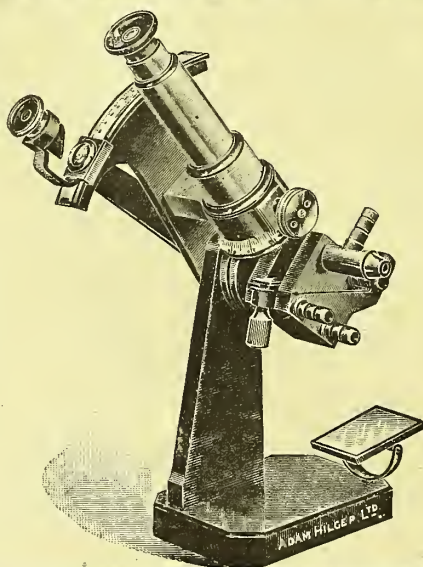
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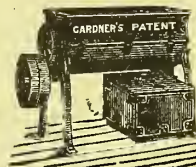
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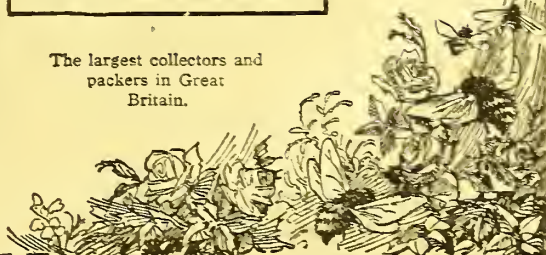
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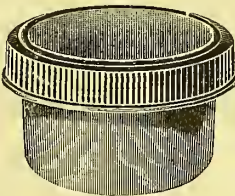
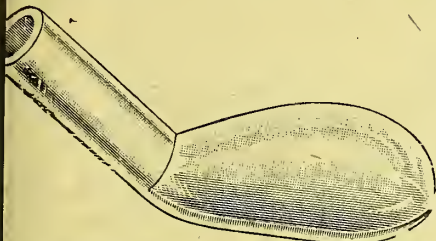
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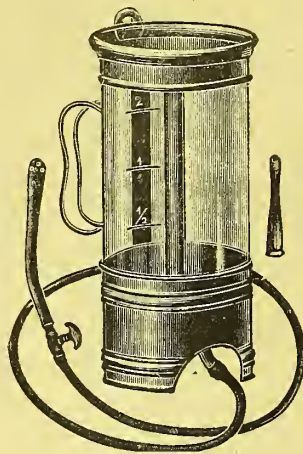


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